Board of Trade Journal

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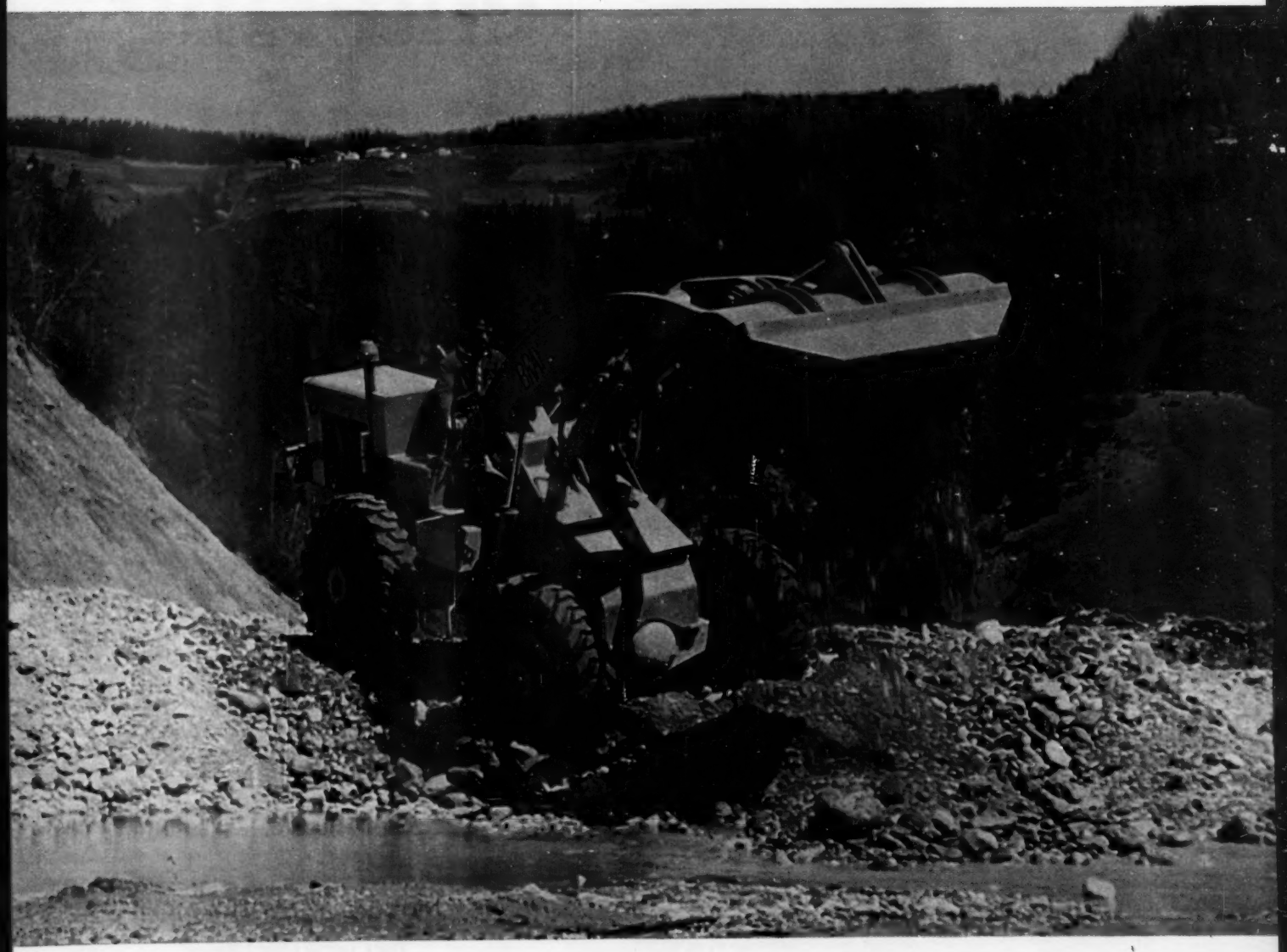

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Front cover photograph

A four-wheel-drive loading shovel – the Bray 450, with a bucket capacity of 1¼ cu. yds. – made by Bray Construction Equipment Ltd., of Feltham, Middlesex, working on road construction at Trentino, Northern Italy. Bray Construction, who are members of the Sheepbridge Engineering Group, are one of the few British companies making wheeled loading shovels. They export around 65 per cent of their total production to nearly every country in the world.

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THE RESTRICTIVE TRADE PRACTICES ACT, 1968—1

Provisions affecting registrability and free trade areas

THE RESTRICTIVE Trade Practices Act, 1968, received the Royal Assent on October 25 last and will come into operation on November 25.

The general purpose of the new Act is to amend Part 1 of the Restrictive Trade Practices Act, 1956, so as to make its operation more flexible and to improve its enforcement. The new legislation does, however, also include provisions which empower the Board of Trade, by statutory order, to implement the United Kingdom's obligations in relation to restrictive agreements which are found to be contrary to the Stockholm Convention establishing the European Free Trade Area or to the Anglo-Irish Free Trade Area Agreement.

The 1956 Act set up the Restrictive Practices Court and created the office of Registrar of Restrictive Trading Agreements – an independent statutory office whose holder is not responsible to any Minister of the Crown. The general aim of Part I of the Act was to require the registration of all agreements under which two or more manufacturers or traders accepted restrictions upon the acquisition, supply or manufacture of goods within the United Kingdom. The Registrar was charged with the duty of bringing agreements so registered with him before the Restrictive Practices Court for examination. In establishing a judicial procedure the Act differed radically from the earlier monopolies legislation of 1948 which established an administrative tribunal to inquire into alleged monopoly situations and to consider whether or not they were in the public interest.

The form of the judicial proceedings before the Restrictive Practices Court was the subject of express provision. The Court was required to presume that each of the restrictive features in any registered agreements was contrary to the public interest and to condemn it unless the parties to the agreement could show that the particular restriction conferred one or more of certain specific benefits which were set out in the Act) and that the benefit so conferred outweighed the detriment to the public interest inherent in the restriction. There were, of course, considerable classes of restrictive agreements, such as the normal type of exclusive dealing agreement, which were excepted from the scope of the 1956 Act.

The new Act does not seek to change the main features of the 1956 Act. The Government recognize that it has made a substantial contribution to ridding British industry of restrictive trading practices. The object of the new Act is to attune the legislation to present circumstances.

Those provisions of the new Act which modify the operation of the 1956 Act can be divided into two classes, those which provide for further exemptions from registration and those which affect the position, and the judicial examination, of registrable agreements.

The principal provision falling within the first class is Section 1 which introduces an administrative procedure for exempting from registration agreements considered to be of national importance. To be eligible for exemption an agreement must be calculated to promote the carrying out of an industrial or commecial project or scheme of substantial importance to the national economy and the object of the agreement must be the promotion of efficiency or the creation or improvement of productive capacity.

The Act provides that exemption under Section 1 is to be given by order of the Board of Trade. It precludes the Board from making an order in relation to any agreement unless the agreement is submitted to them in draft: there can therefore be no question of exempting agreements which have been concluded before they are presented to the Board for possible exemption.

The Board's powers are further limited by certain provisions of Section 1 designed to ensure that exemption is available only where it is really justified. The agreement must relate to a scheme or project which cannot be achieved in the absence of the agreement or which cannot be achieved within a reasonable time without it; the restrictions accepted under the agreement must be no greater than are reasonably necessary to achieve the object of the scheme or project; and the Board must be satisfied, after taking into account the likely effect of the agreement upon persons who are not parties and who are likely to be affected by it as purchasers, consumers or users, that the agreement is on balance expedient in the national interest.

Any exemption given to an agreement must be for a specified period. The period of exemption may subsequently be extended (and in certain special cases an exemption may be revoked). Where an agreement ceases to be exempt it becomes registrable unless it is abandoned or all the restrictions removed from it.

The exemption procedure described above is available not only in relation to agreements but also in relation to any trade association recommendation which might give rise to an obligation to register under the 1956 Act. Special provision is made in the case of persons affected by an order of the Restrictive Practices Court. They may participate in the making of an agreement which has been exempted, in the knowledge that their action will not be regarded as constituting contempt of court.

The Board of Trade are required to lay copies of any exemption order and of the exempted agreement before both Houses of Parliament and to make them available for public inspection: for convenience, the Board are arranging for exempted agreements to be made available for public inspection at the offices of the Registrar of Restrictive Trading Agreements. However, the Board have certain powers under the Act to excise from the published agreement any part the publication of which would not be in the public interest or would give away legitimate trade secrets.

Concerns who are contemplating making an agreement which they wish to be dealt with under these provisions should get in touch at the earliest opportunity with the Board of Trade, Economic (General) Division 2, 1 Victoria Street, London, S.W.1. It is not necessary that the full details of the proposed agreement should have been fully worked out before such an approach is made. Indeed, it is desirable that the Board of Trade should be consulted at an early stage in negotiations so that the parties to the proposed agreements can get a *prima facie* view of what is likely to be acceptable to the Board of Trade. Initial applications for exemption should, however, give a broad indication of the circumstances in which the agreement is to be made and the justification for it. At a later stage the industry concerned will be called upon for a fuller justification of its scheme by reference to the statutory criteria. It is of the utmost importance that industry

RESTRICTIVE TRADE PRACTICES ACT, *continued*

should make their application to the Board of Trade before concluding an agreement. As has been mentioned above, unless the agreement is presented to the Board of Trade in draft there is no power to exempt it.

The 1968 Act also introduces a new procedure for exempting from registration agreements made in support of the prices and incomes policy. A power to exempt agreements and trade association recommendations made at the Government's request is given to the Board of Trade and to the Ministers in charge of other departments which have day-to-day responsibilities in connection with the prices and incomes policy. Any firm or trade association particularly affected by this aspect of the legislation and wanting further information about it should get in touch with the Government department which is concerned with the supply of the product or products which they manufacture or trade in.

A third class of agreement for which a new exemption is available comprises agreements relating to compliance with standards of dimension, design or quality or to the provision of advice or information to purchasers, consumers or users.

The 1956 Act included an exemption in relation to agreements to comply with British Standards in the manufacture or processing of goods. The new Act extends the exemption so that it will operate in relation to agreements to comply with standards of dimension, design or quality devised by other standard-making bodies and approved by the Board of Trade and to arrangements for the provision of advice and information (e.g. as to the labelling of dangerous goods) which the Board of Trade have approved. It also extends the classes of agreements which enjoy exemption. The new exemption is not restricted, like the one in the 1956 Act, to agreements relating to the manufacture or processing of goods; it covers also agreements about the supply or acquisition of goods – for example, an agreement not to sell goods of a particular type if they do not comply with a relevant British Standard.

Any trade association or other standard-making body which wishes to secure approval for one of its standards should send full details of the standard to the Board of Trade, Economic (General) Division 2, 1 Victoria Street, London, S.W.1. The application for approval should explain the circumstances in which the standard was made and should indicate the reasons why the standard is not one which could more appropriately have been made by the British Standards Institution.

The provisions of the Act which are designed to strengthen the operation of the restrictive practices legislation are considered in the following article by the Registrar of Restrictive Trading Agreements but it is convenient to consider in this article the provisions regarding the possible registration of information agreements because they involve the exercise of order-making powers by the Board of Trade. Section 5 of the Act defines 'information agreements'. In broad terms, the words cover agreements under which provision is made for or in relation to the furnishing by two or more parties to each other or to other persons of information about the sort of matters which may be the subject of restrictions under the 1956 Act, or about costs. Costs are an inappropriate subject for a restriction and were not mentioned in that connection in the 1956 Act.

The new legislation does not make information agreements automatically registrable. It empowers the Board of Trade by order to call up for registration any class of agreements falling within the definition. Any such order requires the affirmative Resolution of each House of Parliament before it is made and the Board are required to publish the information about the terms of any proposed order which they intend to lay before Parliament and to allow a period of not less than 28 days for the making of representations about it. Where any class of information agreement is required to be registered, the provisions of the restrictive practices legislation apply in relation to those agreements in the same way as they apply to restrictive agreements.

Full details of any proposed draft order will be published in the *Board of Trade Journal*.

Readers may be aware that the Convention establishing the European Free Trade Area and the Anglo-Irish Free Trade Area Agreement both provide that certain types of restrictive agreements are to be treated as incompatible with those conventions so far as they frustrate the benefits expected from the removal, under these international agreements, of duties and quantitative restrictions on trade between states. The new Act empowers the Board of Trade to declare void, and to make it unlawful to give effect to, any restrictions in a registrable agreement or in a restrictive export agreement notified to the Board of Trade under Section 31 of the 1956 Act; but the Board may only do so if the EFTA Council or the United Kingdom and Irish Governments have agreed that the restrictions in question contravene or conflict with the relevant international agreement.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

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WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

THE RESTRICTIVE TRADE PRACTICES ACT, 1968—2

Provisions relating to ORRTA (Sections 6 to 10)

By Sir Rupert Sich, Registrar of Restrictive Trading Agreements

THIS ARTICLE refers only to those provisions of the new Act which relate to the operations of the Office if the Registrar, namely, registration of agreements (Sections 6-8) and the taking of proceedings before the Restrictive Practices Court (Sections 9 and 10). The new Act and therefore the changes in the law to be described come into operation on November 25, 1968; in this article 'in the future' means on and after that date.

Registration

2. There are important changes in the law relating to registration of agreements with respect to:

(i) the time within which particulars of agreements and certain variations must be furnished to the Registrar (Section 6);
(ii) the relaxation of the requirement to furnish particulars of certain variations (Section 8 and the Registration Regulations*);
(iii) the registration of names and addresses of parties to agreements;
(iv) the effect of failure to furnish particulars within the proper time (Section 7).

These changes are discussed in the following paragraphs.

3. For parties to agreements (including trade associations making recommendations) probably the most important change is that where there is a new or extended restriction the particulars must be furnished before the restriction takes effect (or within three months if that is earlier) and that failure to do it may involve serious consequences. This will apply where in the future:

(i) a new agreement is made which contains any restriction by virtue of which it is registrable (Section 6(1) (a));
(ii) by variation of an agreement a restriction is accepted which causes the agreement, until then not registrable, to become registrable (Section 6(1) (d));
(iii) by variation of an agreement the restrictions in a registrable agreement are extended or added to (Section 6(1) (e)).

4. The existing period of three months for the furnishing of particulars will continue to apply to the determination of an agreement and to any variation, other than those mentioned in the preceding paragraph, of which particulars are required (see paragraph 6 below) (Section 6(1) (f)). There is also an amnesty of three months for any agreement which was registrable at the commencement of the Act but of which particulars had not then been duly furnished Section 6(1) (g)).

5. When an Order is made by which any class of information agreements becomes registrable the same principles will apply substituting 'provision for or in relation to the furnishing of information' for 'restriction'. Thus in the case of an information agreement made after the Order comes into operation, and of any variation made after that time which extends or adds to the provisions for the furnishing of information, particulars must be furnished before the agreement or provision takes effect (or within three months if that is earlier). In the cases of agreements already existing at that time, of the determination of agreements and of the determination of provisions for the furnishing of information, particulars must be furnished within three months.

6. By virtue of the powers conferred by Section 8 I have been able by the Registration Regulations to extend the kinds of variation of which particulars need not be furnished unless specifically required by a notice under Section 14 of the 1956 Act. This is likely to reduce the number of variations registered by nearly one-half. The Regulations come into operation at the same time as the Act, Thereafter (unless required by a Section 14 notice) particulars need be furnished only of variations by or by virtue of which:

(a) any further restriction is accepted;
(b) any restriction ceases to have effect;
(c) the extent of the application of a continuing restriction is added to or reduced as regards the classes of persons, goods, processes of manufacture, areas or places to which it relates; or
(d) in an agreement relating to the use of standard terms and conditions, those terms or conditions are varied,

(Regulations 2 and 3)

Where action is to be taken on an agreement, such as referring it to the Court or making a representation to the Board of Trade under Section 9, registration must of course be brought up-to-date and if necessary a Section 14 notice would be given.

7. In the future on first registration of an agreement the particulars furnished must include the addresses as well as the names of all parties to it (Schedule 2). But mainly in view of the difficulties involved for very large trade associations the Registration Regulations provide that the particulars of an agreement need not include the names and addresses of the members of a trade association, or of persons represented on a trade association by members, where the number of members or persons represented, as the case may be, exceeds 200 (Regulation 1(5)). Further it will no longer be necessary to furnish lists of changes in membership of any trade association or of other parties to any agreement, unless required by a Section 14 notice (see paragraph 6).

8. In the future if particulars of a registrable agreement, or of any variation by which the relevant restrictions are extended or added to, have not been duly furnished within the proper time the agreement will be void in respect of all restrictions to which the default applies, and it will be unlawful for any party who carries on business within the United Kingdom to give effect to or to enforce or purport to enforce any such restrictions (Section 7(1) and (6)). This applies to agreements and variations made before the commencement of the Act and not furnished for registration within three months thereafter as well as to new agreements or variations (which, as I have said above, must in general be furnished before any restriction takes effect). It is not a criminal offence to give effect to a void restriction, but the Registrar may take proceedings in the Restrictive Practices Court for an injunction restraining the continuance or repetition of any such unlawful action, and any person who has suffered a loss through the operation of the void restrictions may bring civil proceedings for damages (Section 7(2) - (4)).

9. Though in the light of experience over the last 12 years, and of course of relevant decisions of the Courts, there is not in general much doubt about what agreements and variations are registrable, borderline cases will no doubt arise. If there be doubt, the 'fail-safe' procedure for parties is to furnish particulars to the Registrar within the proper time. If he does not consider an agreement registrable he will not of course register it, but in any event the parties will have complied with their obligations. If he does not consider registration of a variation requisite under the Regulations he will not register it, unless the parties furnishing the particulars desire it. If the parties do not consider the agreement to be registrable, and when furnishing the particulars notify the Registrar that they will if necessary wish to seek the Court's decision under Section 13 of the 1956 Act, their position will not be prejudiced in any way by furnishing the particulars.

* Registration of Restrictive Trading Agreements Regulations 1968, SI 1968 No. 1755.

RESTRICTIVE TRADE PRACTICES ACT, *continued*

10. There can be no remission of the consequences of failure to furnish particulars within the proper time described in paragraph 8, but the Registrar is empowered to extend the time for furnishing particulars if, but only if, application is made within the time allowed by Section 6 (Section 7(1) and the Registration Regulations, Regulation 5). Thus the power to grant extensions of time is of narrow application, for there are likely to be few cases where it is practicable to make an application for extension, but impracticable to furnish the particulars of the agreement, within the proper time.

Modification of the duty of the Registrar to take proceedings before the Restrictive Practices Court

11. Section 9 of the new Act replaces 12 of the 1956 Act but directions given by the Board of Trade under Section 12 continue in force until the agreement is varied. Though in form the effect of a direction under Section 12 was that the agreement was removed from the register, the practical effect was that it was not referred to the Court. Accordingly, as I have said in my Reports for Parliament, I have not been prepared to make a representation if an agreement appeared capable of causing detriment, whether to purchasers or other traders, of which the Court would be likely to take account if the agreement came before them. Under Section 9(2) the criterion is explicitly whether the restrictions accepted are of such significance as to call for investigation by the Court. Thus the approach of this office in considering whether a representation can be made will not be substantially affected. Further, as I have also said in my Reports, the possibility of making a representation under Section 12 has always been considered, whether or not the parties requested it, before an agreement was referred to the Court. This practice is clearly appropriate under the new criterion and it will be continued and applied to information agreements which become registrable.

12. Under Section 12(2) of the 1956 Act whenever a registrable variation was made of an agreement removed from the register the agreement had to be restored to the register and, unless the nature of the variation inhibited it, another direction was made by the Board of Trade to remove it again. The relaxation of the requirement to furnish particulars of variations referred to in paragraphs 6 and 7 would in any event reduce these operations, but a direction given under Section 9 will continue nothwithstanding variation of the agreement, unless that variation be of such a nature as to cause the Registrar and the Board of Trade to decide that it ought to be withdrawn and the agreement referred to the Court. The obligation to furnish particulars of variations is not affected by the application to the agreement of a direction whether under Section 12 or Section 9; such variations as are described in paragraph 6 must be furnished; others need not be.

13. Overall roughly one agreement has been the subject of a Section 12 direction for every three agreements referred to the Restrictive Practices Court, but for various reasons the bare statistics considerably under-emphasize the importance of the former, and in the future my own expectation is that it may well be one for one. This does not at all imply that the registration and investigation of the agreements in respect of which directions have been given does not serve a useful purpose. In many cases directions have been given after the amendment of the agreement to remove or improve provisions which were or could be detrimental in various ways. Again in many cases it is only by investigation of the operation of the agreement, not merely by study of its terms, that a conclusion can be reached whether or not its continuance would be detrimental. I would expect this to apply to many information agreements, since the provisions of the agreement generally deal mainly with the information to be furnished whereas the effects of the agreement are determined mainly by what is circulated or otherwise made available to members.

Section 10(1)

14. Section 10(1) inserts in Section 21 of the 1956 Act a new 'gateway' by which a restriction may be held by the Court not to be contrary to the public interest so long as it does not cause significant detriment, namely, that it does not directly or indirectly restrict or discourage competition to any material degree and is not likely to do so. It will be apparent from paragraph 11 that substantially this matter will have been considered by the Registrar before the agreement is referred to the Court at all. Reliance on this gateway as regards the whole agreement would therefore constitute in effect, though not in form, an appeal to the Court from a decision not to make a representation or not to give a direction under Section 9. But experience has shown that agreements containing major restrictions, which clearly have to be justified, if at all, on other grounds, often contain also minor provisions which are unobjectionable. To enable these to be continued under the present law if the major restrictions are condemned a rather cumbersome and inconvenient procedure has been developed by which the Court, having pronounced judgment on the major restrictions, suspends judgment upon the minor ones to enable the Board of Trade to consider giving a direction under Section 12. In future in such cases all the restrictions can be dealt with together by the Court, and the minor ones allowed to continue, if the Court thinks fit, by virtue of the new gateway.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 11*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller,

HMSO

Prime Minister on proclaiming Britain's industrial achievements

BRITAIN'S ECONOMY, the Common Market, the City and industrial mergers were among the subjects referred to by Mr. Harold Wilson, the Prime Minister, when he addressed the Lord Mayor's banquet in the Guildhall, London, on November 11.

Of the Economy, the Prime Minister said 'let us not be afraid to proclaim our achievements, especially abroad.

'While we cannot expect new export records every month, the trend is steadily and firmly upwards. Published figures of export orders show that this should continue and gather momentum in many sectors of industry where the period of production is measured not in months but in years; industries such as shipbuilding, the construction of power plants or complete turn-key factories. In these the effects of devaluation have still to show their weight.

'Industrial productivity, to judge from the latest figures, over the last quarter for which figures are available, has been running at something like 7 per cent above the same period last year.

'Strikes too high, too costly; many of them, especially some unofficial strikes, unjustified; yet we have a record in industrial relations standing well above those countries who like to criticise us or to use our figures for disputes as an additional disqualification for membership of the Common Market.

'I'd like to see more of our businessmen when they go abroad proclaiming the true facts, proclaiming the fact too that despite all our controversies about short-run issues of economic management policy, budgetary, monetary, hire purchase, incomes, there has developed what foreign and other observers have described as Britain's industrial miracle in the development of new industries, and the modernization of traditional methods, the product to a great extent of a successful partnership between industry and government.

'Our shipbuilding industry, helped by devaluation yes, but helped equally by restructuring and by a great deal of self-help by both sides of industry, is recording orders this year which the *Times Business News* last week reported as the best since the days of the Korean war shipping boom, 17 years ago.

'Aircraft – with orders this year, we are told by the industry, on the £800 million mark. Motor cars with export production 38 per cent up on last year. The British computing industry, now the largest in the world outside American ownership. So I could go on.

'We have the right, all of us, to tell them abroad the versatility, the adaptability, the inventiveness of so many of our new industries,' the Prime Minister said.

Speaking of the Common Market, the Prime Minister said: 'Our application is in and will so remain. No words of mine could add to our determination, not only as a Government or Parliament, but as a trading community and a people, to stand firm in support of that application. To be neither disheartened by obstruction, nor distracted by plausible soi-disant alternatives or attractive and tempting blind alleys. Our purpose is clear, known and respected. What is tragic for Europe is the blind refusal to face facts. A refusal none-the-less obdurate, even if day by day the explanation for that refusal takes on new and ever bewildering changes of form.'

Referring to the City, the Prime Minister said that despite the diminution of the role of sterling as a reserve currency, despite the limitations that had to be placed on the City's overseas activities by our balance of payments problems, London maintained its attraction – and in many ways was increasing its attraction – as a major financial centre.

'There are now approximately 100 major overseas banks operating in the City and of course one of the principal reasons for their being here is the speed and efficiency with which London has been able to play a part, indeed to lead, one of the big new post-war developments, the development of a truly international market in foreign currency deposits, particularly the Euro-dollar market,' he said.

They had seen similar developments in internal financing.

The Prime Minister went on to recall that eighteen months ago in Mansion House he had referred to the City's responsibility in devising and making effective the code of conduct for industrial mergers and other aspects of one of the City's main functions, namely to facilitate the flow of capital investment where it can most profitably and usefully be employed in industry.

'I said then and I repeat the Government has no desire to introduce legislation to force on the City the much tougher and more wide-ranging interference which free-enterprise America had devised in the form of the Securities and Exchange Commission, or indeed in any other form, for this job is far better done by the City.

Mr. Trevor Dixon, of Pye Unicam's Marketing Division, seen here explaining one of his company's instruments to five members of a Polish Mission on their recent trip to the company's head office and factory in Cambridge. The five Poles, all specialists in automation techniques, were in Cambridge as part of a tour organized jointly by the Scientific Instrument Manufacturers' Association and the British National Export Council. From left to right: Mr. Dixon, Mr. Palko, Mr. Matusiak, Mr. Badzimirovski, Mr. Sitkiewicz and Mr. Ufnalewski.

'There is a widespread feeling that it is not yet being done. The free flow of investment capital demands that shareholders' rights should be upheld – even if the motive of some individual shareholders has been more speculative than investment orientated. Recent events have cast a shadow over the working of some of our institutions. There is demand for action – action by the Government. If this becomes necessary we shall not hesitate to act, but we would vastly prefer that the City itself should provide the discipline – including self-discipline – that is required.'

The Prime Minister added that it was for the City to act and preserve the good name which over so many of its activities it rightly deserved. The City deservedly enjoyed a great reputation in all it did to earn money for itself and the nation. The trouble arose with the minority who at any moment of time were concerned not with earning money but with making money, particularly when this bore little or no relation to the efficiency or real profitability of the enterprises in question, and often with inadequate regard for the rights of existing shareholders or for the wider national interest.

Franco-British Films Co-production Agreement

THE FILMS Co-production Agreement between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the French Republic, which came into force on November 6, 1965, has been renewed in its present form for a further period of 18 months from November 6, 1968.

As required by Article 6 of the Agreement, the Mixed Commission, composed of representatives of each Government, met in London on November 8, 1968.

The Commission reviewed the working of the Agreement and noted that since its last meeting in Paris, in October 1967, a further three projects for co-production films had been approved by the competent authorities in both countries. The two Delegations agreed to recommend to their respective Governments an amendment of Article 8 of the Agreement designed to eliminate the need for periodical renewal of the Agreement and an amendment of Article 6 relating to the frequency of meetings of the Mixed Commission. The Delegations agreed also to recommend to their Governments clarification of the text of paragraphs (ix)(d) and (xiv) of the Annex to the Agreement.

The discussions took place in a friendly and co-operative atmosphere.

New BoT schemes to help exporters

THE FORMATION of an 'Overseas Projects Group' and an 'Export Representative Scheme' was announced by Mr. Anthony Crosland, President of the Board of Trade, at a press conference in London on November 11.

'The Export Representative Scheme' is being developed by the Board of Trade to help manufacturers of complementary products to form groups and set up a joint sales unit overseas. The idea is to help them to set up a marketing organization in areas where they cannot find suitable agents or are poorly served by existing agents and where, as individual companies, the appointment of a direct representative on the establishment of a Sales Office would not be an economic proposition.

The scheme, originated by Lord Brown, Minister of State, Board of Trade, has now reached the stage where experimental groups, selected by the Board of Trade, are about to be formed. To assist the Board of Trade at this stage Mr. D. H. Carter, former chairman of the Mond Division of Imperial Chemical Industries, has been appointed as adviser on the new scheme. He will steer it through the experimental stage and will advise on how it can be developed.

The 'Overseas Projects Group', which is now fully operational within the Board of Trade, of which Mr. R. E. Goodison, an Under-Secretary, will take charge, was set up by the President of the Board of Trade in January this year to pursue the suggestions made in Lord Cromer's report on 'Export Business from Capital Projects Overseas', which was published as a White Paper (Cmnd. 3516) at the same time.

The main purpose of the Group is to provide an identifiable focal point in the Government machine to which industrialists, bankers and consultants can look for co-ordination of Government and official support for capital projects overseas.

Much of this support derives from the technical resources of expertize of nationalized industries, Government Departments and other public bodies, and the Overseas Projects Group is already working actively with about a dozen of these bodies to help and develop their activities in the overseas projects field – activities in most cases already extensive.

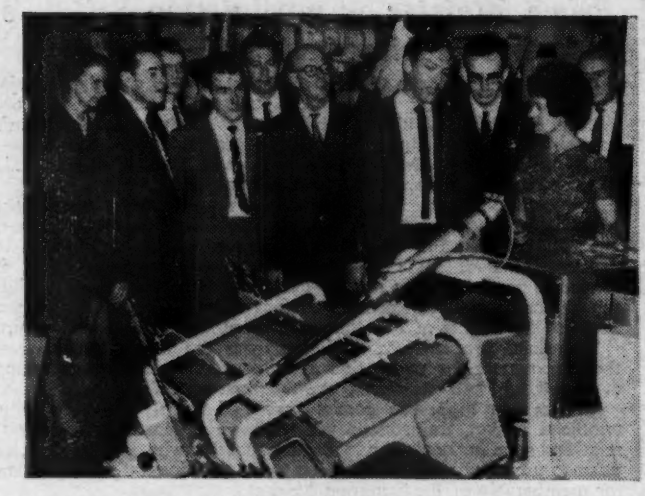
The Group is working with the British Consultants Bureau about support for feasibiljty studies overseas which may open up prospects of business for British industry.

The Group is, through an Operations Room, bringing together data from a variety of sources on prospective and current projects overseas, and has, so far, information on well over one thousand. Analysis will show areas of strength and areas of difficulty for British effort, and suggest where action should be taken. On individual projects where British firms are already interested, the Group gives support, and, where necessary, it seeks out firms to follow up opportunities. Where it will strengthen the British impact the Group will encourage co-operation between undertakings in taking on projects. The Group is already actively concerned in about 40 current projects.

Mr. Goodison was previously Under-Secretary in charge of a Civil Aviation Division where he was responsible for overseas negotiations to secure traffic rights for British airlines and for British interest in air traffic control, navigational aids and ground facilities overseas used by British airlines. He has also been concerned with railway modernization, port development in the United Kingdom and overseas and with shipping.

Lord Brown said the Board of Trade was going to adopt a policy of greater selectivity in assisting companies to export. 'We found that the Export Services Branch of the Board of Trade was receiving export inquiries at the rate of 1,300 a day, whereas today the daily figure has increased to 3,500. The demand in our services has risen enormously,' he said.

Lord Brown added that unless a measure of selectivity was introduced, the Board would not be able to handle the increasing number of inquiries.



During a three weeks' 'Background for Exporting' course 15 members from Board of Trade Regional Offices spent two days studying the export operations of Glaxo Group Ltd. The party is seen watching the final stages of the automatic packing of the company's infant food, Ostermilk. Left to right are Miss M. K. Coombes (Bristol), Mr. P. Harding (Cardiff), Mr. D. M. McKean (Leeds), Miss P. Johnson (Export Services Branch, London), Mr. W. C. Alison (Glasgow), Mr. M. H. West (Manchester), Mr. D. E. Quiltry (Birmingham), Mr. D. R. Cork (ESB, London), Mr. A. J. Pike (ESB, London) Miss P. Hawken (Public relations officer) and Mr. S. C. J. Crowley (course manager).

Art auctions

ANSWERING QUESTIONS about art auctions in the House of Commons on November 6, Mr. Anthony Crosland, President of the Board of Trade, said:

'On May 29 last, the rt. hon. Member for Reigate and the hon. Member for Richmond came to see me to tell me that in their view a "ring" was operating illegally at art auctions. The Board of Trade made inquiries, but found no support for the general allegations that had been made.

'Following a further meeting with the two honourable Members, the Board made additional inquiries in the course of which it wrote to the Society of London Art Dealers on August 6. The Society replied that they might be prepared to give some information, but could not do so before the end of September. When they did so, on September 30, a specific allegation was made for the first time about the sale at Aldwick Court. They did not substantiate the allegation by any evidence, and did not name anyone who might provide evidence. No names of possible witnesses were mentioned until October 24, when Mr. Tomalin of the *Sunday Times* gave information to my officials. I then referred the papers to the Director of Public Prosecutions.

'I am now advised that, as the auction took place on March 26, an offence against the Auctions (Bidding Agreements) Act 1927 is out of time for prosecution, and moreover was already out of time on September 30 when a specific allegation was first made to my Department. I am further advised that it would not be possible to institute a prosecution for any other offence based solely on the circumstances of the Aldwick Court sale.

'As regards the price paid by the National Gallery for the Duccio painting, this was determined by the price which an overseas buyer was prepared to pay for it.

'I regret that those with knowledge of the activities of the dealers at Aldwick Court did not come forward either to the Board of Trade or to the police much earlier when action could have been taken. I am, however, not content to leave the matter as it now stands, and I am considering urgently by what means inquiries can best be pursued, both into this particular case and into the general question of the operation of auction rings.'

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Consideration of mergers by the Board of Trade

MR. ANTHONY CROSLAND, President of the Board of Trade, in reply to a Parliamentary Question on November 6, said that in carrying out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade, on the information at present before them, did not intend to refer the merger proposals in respect of the News of the World Organisation Ltd. by either Pergamon Press Ltd. or News Ltd. of Australia to the Monopolies Commission under the provisions of that Act.

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

Burmah Oil Co. Ltd and Rawlplug Ltd.

The Dunlop Company Ltd. and George Angus & Co. Ltd.

T. F. Firth & Sons Ltd., and the Guthrie Corporation Ltd., or Readicut International Ltd.

Report on Third Lanark Athletic Club

THE REPORT of the inspectors who were appointed to investigate the affairs of the Third Lanark Athletic Club Ltd. was published on November 8.

Copies of the Report are available, price 6s., from HMSO, 49 High Holborn, London, W.C.2, and branches, or by post (6s. 4d.) from HMSO, PO Box 569, London, S.E.1.

Imports of fresh apples

THE BOARD OF TRADE announce that the global quota for imports of fresh apples from non-sterling sources other than Eastern Area countries for the six-month period January 1 to June 30 will be 68,750 tons. Notice to importers will be issued shortly.

Note:

Fresh apples are on Open General Licence from the sterling area but are subject to restriction from all other sources.

Up to last season the global quotas had been unchanged for a number of years at 15,200 tons for July to December and 68,750 tons for January to June.

Because of very light home crops in 1967/68 the quota for July to December, 1967, was increased exceptionally to 22,800 tons, and that for January to June was fixed at 91,670 tons.

The home crop of dessert apples this season is forecast at 211,000 tons, compared with 189,000 tons in 1967/68 and 212,000 tons in 1966/67.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 29.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	2-Chlorobuta-1, 3-diene	2-Chloro-1, 3-butadiene	December 31, 1969	13224
	1, 1, 2, 2-Tetrachloroethane	As in previous column	December 31, 1969	13227
29.14	Citronellyl, 3-methylcrotonate	Citronellyl senecioate	December 31, 1969	13223

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1969, on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.14	3-Chloroperbenzoic acid	6787
29.16	DL-Malic acid	8193
29.22	*iso*Propylamine	242

The Import Duties (General) (No. 10) Order, 1968: silicon

THE TREASURY has made the Import Duties (General) (No. 10) Order 1968, which imposes an import duty of 14 per cent *ad valorem* (full rate) on monocrystalline silicon and on products containing more than 99.9 per cent weight of silicon. The Commonwealth and EFTA preferential rate in each case remains nil.

The Order came into operation on October 3, and has been published as Statutory Instruments 1968 No. 1510.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 11) Order, 1968: frozen fish fillets

THE TREASURY has made the Import Duties (General) (No. 11) Order 1968, which imposes an import duty at the rate of 10 per cent *ad valorem* on imports from the European Free Trade Area of chilled or frozen fish fillets and of certain chilled or frozen portions prepared by cutting blocks of fillets.

The Order came into operation on November 9, and has been published as Statutory Instruments 1968 No. 1778.

Copies of the order are obtainable direct from HMSO.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.'—Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 *people in* 1966 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at* 9d. *a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery* 10 *a.m. to* 1 *p.m. Saturdays.*

BNEC—Annual review

THE ANNUAL review of the British National Export Council which was published on November 12 gives in some detail the promotional activities undertaken during the last year by BNEC and its various area councils and committees, the object of which is to bring together British exporters and overseas buyers.

In a joint foreword to the review by Sir Derek Pritchard, the retiring chairman, and Sir Peter Runge, the present chairman, it is stated: 'The work of the BNEC during the past year has been dominated by one factor – devaluation. . . . Devaluation has provided an opportunity for many more companies to enter overseas markets for the first time, and the sales and profits they achieve are contributing to the rise in Britain's foreign currency earnings. All the evidence points to a strong upward trend in export earnings in the months ahead.

'We are, however, confident that, given a period of international stability and industrial peace at home, the competitive advantage we have derived from devaluation will enable Britain to expand her trade with her traditional markets and develop new sources of earnings from hitherto neglected markets.'

Referring to the 'big trade drives overseas' the joint foreword states that they will be effective in so far as individual companies take full advantage of them and ensure that they maintain the proper follow-up. 'As an example, the volume of consumer goods in the shops and stores at the time of the British Week in Stockholm was very considerable. A big effort had been made by many companies in support of this promotion, organized by the Board of Trade and the BNEC Export Council for Europe. All this effort will have been wasted if the individual participants do not follow up the impetus which the British Week has given to their sales.'

The foreword issued a warning that too many manufacturers still regarded exporting as a means of disposing of goods surplus to home market needs. This out-of-date concept, it was stated, was a symptom of an all-too-prevalent amateur approach to overseas trade. Proper research and design adaptation to market needs were as important as selling price and servicing if orders were to be won and repeated. . . . 'Do we take enough advantage of the services of consultants? . . . New transport systems, roll-on roll-off containers, are developing rapidly. The possibilities they offer are worth the attention of every board.

'It is encouraging that following Lord Cromer's report on 'Export Business from Capital Projects Overseas' (which was published as a White Paper in January of this year (Cmnd. 3516)) a special unit, the Overseas Projects Group, now exists in the Board of Trade (see report on page 1292). It has had extensive talks with public bodies, including the nationalized industries, on possible ways to harness their expertise to help exports.'

The review devotes some attention to missions – both outward and inward – and market research. Dealing with outward missions the report states that 'new sponsors continue to emerge, among whose members many have not previously travelled overseas in the cause of exports and have had little idea of the wide scope of official help available to them at home and abroad. There appears to be a large untapped field in which the catalytic value of trade missions should be maintained, the cost to public funds for 1968 being little more than £500,000 in support of some 290 projects.

Referring to inward missions the report says that one of the aims of the BNEC has been to give trade associations every possible assistance with their first attempt at the organization of such missions and thereafter to encourage them to become as self-sufficient as possible.

With regard to market research it was stated that only three trade associations took advantage of the scheme to carry out research by consultants although a considerable number used it for research in various countries through their own trade association officials. More than 60 such projects received BNEC financial assistance. The scheme was also popular among those carrying out reconnaissances in preparation for missions.

Inquiries for copies of the report should be made to BNEC, 6/14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

Food Committee off to Tokyo

A 19-MAN RESEARCH mission left Britain on November 7 for Tokyo to explore the potential of the Japanese market for British food and drink products. Led by Mr. Norman Wood, director of Associated British Foods Ltd., the members of the BNEC-sponsored mission will meet representatives of the major Tokyo department stores. They will assess the potential for foodstuffs in connection with the British Week, to be held in the Japanese capital next September, and in the longer term.

Discussions will also be held on the feasibility of staging a sample show in Tokyo early next year. The mission will be in Japan for two weeks.

British team at international conference in USA

A TEAM FROM THE nuclear industry and the United Kingdom Atomic Energy Authority has been representing Britain at the International Conference on the Constructive Uses of Atomic Energy in Washington from November 10 to 15. United Kingdom participation was planned jointly by the Authority and the British Nuclear Forum.

The Washington conference comprised three concurrent events: the winter meeting of the American Nuclear Society; the annual conference of the United States Atomic Industrial Forum; and an exhibition, 'Atomfair '68 International'. Dr. J. M. Hill, chairman of the Authority, was guest speaker at an American Nuclear Society luncheon on November 12.

Canadian water pollution control engineers visit Britain

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, was the hostess at a press reception on November 7 in London, for a nine-man Canadian mission who had spent sixteen days in Britain visiting some 22 British manufacturers of products in the water pollution control field.

The members of the mission – led by Dr. A. E. Berry, consultant engineer to the Canadian Government – all representative of the Canadian water pollution control industry, were brought to Britain by the British National Export Council.

Canada's market pollution control equipment is expanding. From $385 million in 1967, it is estimated that it will rise to several times that figure by 1980.

Members of the mission said that they had been impressed by the equipment they had seen in Britain during their visit.

Norway comes to Newcastle

THE FIRST BNEC sponsored inward trade mission to an area rather than to an industry began on November 13 when more than 50 Norwegian business executives began a visit to more than 60 firms in the North-eastern region of England. The mission is part of a Newcastle-Norway Week, whose programme includes a visit by King Olaf of Norway to open Newcastle-upon-Tyne's new civic centre. It will last until November 17.

The mission is organized by the local Chambers of Commerce and the Newcastle Junior Chamber of Commerce, with financial assistance from BNEC. There is a fairly heavy emphasis on shipbuilding – at least 20 members of the mission are shipowners. Engineering, chemicals and banking are also well represented, and there is also interest in consumer goods products such as glassware, clothing, fancy goods and carpets. Most of the visitors will be seeing more than one company over here, so that in all, over 500 separate visits will take place.

Austrian business team visits Birmingham

HERR PHILIPP VON SCHOELLER, vice-president of the Austrian Federal Economic Chamber, visited the Midlands from November 4 to 6. Herr von Schoeller is a leading Viennese banker and was accompanied by Dr. K. E. Eibenschuetz, Austrian Trade delegate in Britain, and by Herr Robert Albrecht of the Federal Economic Chamber.

This visit follows the very successful mission which Birmingham Chamber of Commerce and Industry sent to Austria in November 1967, led by Mr. T. D. O'Connell of Mitchell Somers Limited. The Chamber proposes to send a further mission to Vienna in February next year partly to enable companies to tie up agency or distribution arrangements preparatory to the full-scale British Week to be held in Vienna in October 1969.

Now Lowe Donald (Canada) make more out of 10 yards of cloth than they used to make from 60.

How come?

By using Air Canada's 24-hour freight service. Lowe Donald & Co. Ltd. are a Scottish firm making men's woollen and worsted suitings. Until 6 months ago their office in Toronto relied for stock on cloth shipped out from London. And that meant waiting 10 to 14 days every time they ordered.

So Lowe Donald were forced to keep a spare 60 yards of each pattern in Toronto —and you can imagine what that cost in tied-up capital, extra insurance and storage space. That's why they decided to find out what Air Canada's freight service could do for them.

Air Canada offered them 24-hour delivery as often as they needed it, which straight away cut out the need to keep spare stock in at all. (Now they just hold 10 yards of each pattern as an emergency reserve.) All they have to do is to send a telex to England, received in the morning, and Air Canada flies goods out to Toronto *the same night*, to be collected and delivered next day.

Turnover up 15% Results have been immediate and spectacular for Lowe Donald. By using air freight 2 or 3 times a week, not only has stockholding been slashed by five-sixths, but turnover has shot up 15% in only 6 months. What's more, their cloth can now be packed in light canvas air bags instead of unwieldy crates, which speeds up the process at both ends of the journey and saves them money.

Lowe Donald have plans to use Air Canada's air freight daily. They say Air Canada has made it as quick to deal with Toronto as their own London office.

AIR CANADA

20 Grosvenor Hill, London W1. 01-759 4751 • St. Andrew House, 80 Sauchiehall Street, Glasgow C2. Prestwick 70822 • Manchester 236-5882/3 • Birmingham Central 4515/6 • Leeds 20628

How Timpo Toys struck it rich in a Development Area.

Timpo Toys are successful manufacturers of model toys. Over two thirds of their production is exported. In 1964 their order books were growing but they were having to make do with four cramped factories spread around London.

Then they arranged a meeting with the Board of Trade to look at what the Development Areas had to offer. At Shotts, Lanarkshire, in Scotland, they were shown the right factory, ready and waiting. It cost them one fifth the rental that had been asked for comparable factory space in London. They found a ready supply of adaptable labour. They also got capital grants for new machinery and assistance with their moving expenses.

Today there are even better opportunities in Development Areas (Scotland, Wales, the North, Merseyside and the South-West). Grants can cover 25% of building costs for a new factory (in some cases 35%). There are investment grants for new manufacturing plant and machinery—45% on expenditure incurred in 1968, 40% in 1969. Employment Premiums are £97.10s. p.a. for every man on the payroll. And there's an extra £10 per week for every additional man undergoing approved training.

Even in their first year at Shotts, Timpo Toys showed a profit. Since then they've already extended their 32,000 sq. ft. factory by another 40,000 sq. ft. and now they're planning another extension.

If you'd like to know more about the Development Areas, fill in the coupon, and we'll send you some interesting reading.

If you'd like more information about the Development Areas and Northern Ireland, fill in this coupon or phone us. We'll send you "Room to Expand", the complete range of illustrated, explanatory literature.

NAME AND POSITION IN COMPANY _____

_____

COMPANY NAME _____

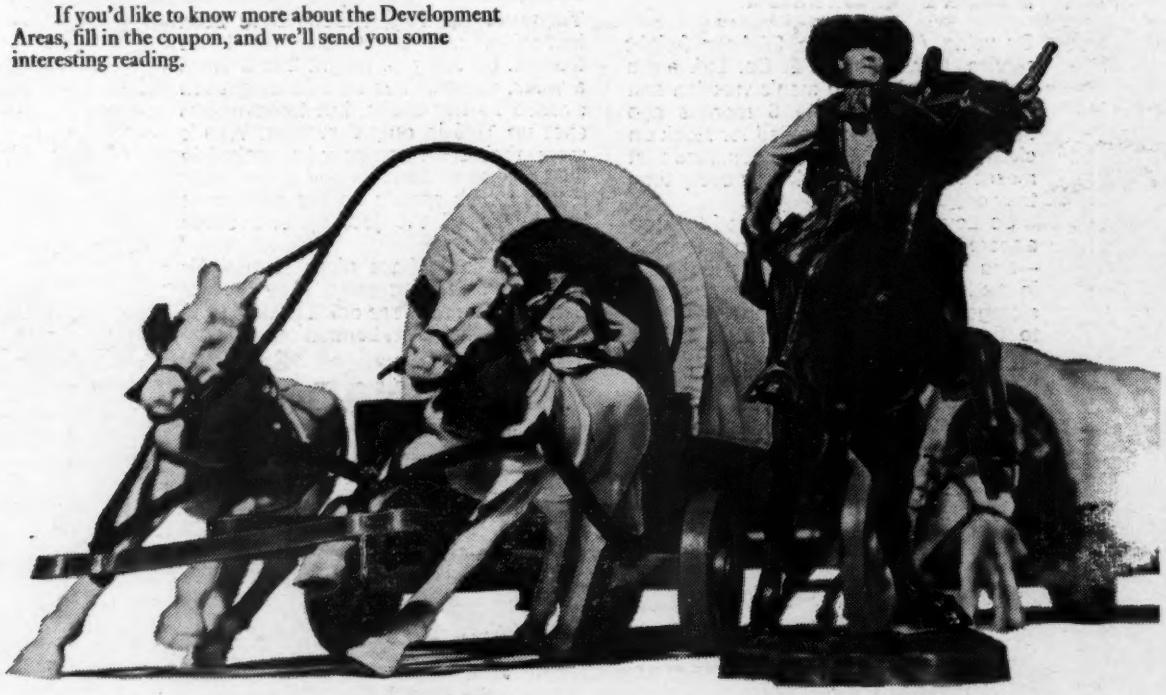
ADDRESS _____

_____

TYPE OF BUSINESS _____ BTJ 18

To: INDUSTRIAL EXPANSION at the BOARD OF TRADE
1 Victoria Street, London, S.W.1.
Telephone: 01-222 7877. Ext. 3333.
Or your nearest Board of Trade Regional Office.

Contact Industrial Expansion at the Board of Trade



Board of Trade welcome major new industry for Monmouthshire

THE BOARD OF TRADE Office for Wales have welcomed Parke Davis and Company's decision to establish a major new factory at Pontypool, which will further diversify industrial production in South Wales.

Parke Davis and Company, one of the world's largest pharmaceutical manufacturers, announced on November 5 that it plans to start work in the New Year on new £2 million premises for the company near Pontypool. The new complex, to be built during the next two years, will house all the company's United Kingdom administration, production and research facilities which are now centred at Hounslow, Middlesex, and will provide employment for some 900 people, both male and female. The factory, with a two-storey office block and research buildings and laboratories, will occupy a 35-acre site adjacent to the British Nylon Spinners' plant.

The company began their discussions with the Board of Trade Office for Wales in January of this year, and have carried out a joint investigation into a wide range of possible industrial sites in the South Wales development area.

Parke Davis had exacting requirements for clean air and high-amenity surroundings for the production of fine chemicals and pharmaceuticals. They also needed good communications with the London and Midlands area and proximity to ports to assist their substantial export trade. The large site finally chosen at Mamhilad, near Pontypool, in detailed consultation with the Monmouthshire County Planning Officer, fully allows for the company's projected future expansion.

Parke Davis, who are building the factory privately, are in discussion with the Board of Trade about the full range of financial benefits for which they are eligible in the Welsh development area.

Lord Brown (left), Minister of State, Board of Trade, looking at the photometric testing equipment at the British Standards Institution's Hemel Hempstead centre. The chief purpose of the Minister of State's visit was to hear of the latest development in the centre's Technical Help to Exporters' Service, now expanding its scope rapidly to help British exporters overcome technological barriers to overseas trade. From left to right, Lord Brown, Mr. H. A. R. Binney, director-general of British Standards Institution, and Mr. George Beeby, chairman of the Institution's executive board.

World productivity congress in London next year

EARL MOUNTBATTEN of Burma, Lord Beeching and the Secretary of State for Employment and Productivity, Mrs. Barbara Castle, will take part in the first World Congress on Productivity Science in London in May 1969. The Congress, which is organized by the Institute of Work Study Practitioners (United Kingdom), has the theme 'Work Study Productivity and the World Standard of Living'. It will meet at Grosvenor House, Park Lane, London, W.1, from May 12 to 16 to hear contributions from acknowledged experts from Europe, America, Asia and the Southern Hemisphere to lead discussion on common problems and to pool knowledge and experience.

Prospects of increased Anglo-Arab trade in electrical plants

THE FIRST British Electricity Supply Symposium organized by BEAMA with the full co-operation of the British Electricity Council, opened in Beirut on November 4 at a dinner given to 70 Arab delegates from 12 countries in the Middle East. The guest of honour, Mr. Mohammed Fawwaz, Lebanese Director-General of the Ministry of Hydraulic and Electric Resources, pointed in his warm welcome to the mutual respect and understanding between engineers and scientists of all nations and the essential part played by the advances in electricity in this sphere. His Excellency HM Ambassador to the Lebanon congratulated BEAMA for making the most of Britain's long and varied experience accumulated in building the largest integrated power network in the world and in pioneering nuclear energy in their presentation to the Middle East. It was only natural that this experience would prove useful to all developing countries and especially to those expanding their power systems. Britain's background experience was especially valuable where large and costly capital projects were concerned and where mistakes or misjudgments could prove particularly expensive and troublesome. He expected the outcome of the symposium to be of great benefit to Anglo-Arab trade.

Mr. J. F. Bird, chairman of the BEAMA Export Panel, in making the Arabian Electricity Supply Industry delegates welcome and acknowledging that of Mr. Fawwaz, hoped the symposium would enable the British to present their practice and with the Arab delegation explain and review all that was good in it.

From discussions at the opening session on November 5 it became clear that understanding of each other's problems and their solution could be of mutual benefit in the transmission and distribution field.

Computers featured in November's 'New Technology'

THE POWERFUL new machines which will result from linking the technologies of computers and telecommunications are discussed by Mr. Donald Davies, superintendent of the Computer Science Division at the Ministry of Technology's National Physical Laboratory in the November issue of 'New Technology', published on November 6.

'New Technology' also has articles on information fall-out for industry from patent specifications; the availability of industrial TV films from the Central Film Library of the Central Office of Information; the work of the Government Chemist; and design data memoranda for chemical engineers.

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IWS launches 'Wool Trends International'

A MERCHANDISING promotion linking specially-commissioned Woolmark yarns and fabrics with trend-setting garments created by international couturiers has been launched by the International Wool Secretariat in 10 branch countries. They are: Austria, Germany, Switzerland, Belgium, Holland, Mexico, France, Italy, the United States, and the United Kingdom.

The promotion, entitled 'Wool Trends International' is based in the United Kingdom at Wool House, London, under the direction of Mr. Lindsay Meunier Rosenhead, branch fashion adviser, who has liaised with United Kingdom and Irish manufacturers in the production of pure new wool cloths based on these yarn and fabric designs.

Tile standards for industrial colour measurement

THE MINISTRY of Technology announce that inexpensive colour standards to help solve manufacturers' colour measurement problems have been produced by the British ceramic industry. Industries likely to benefit range from paint, packaging and plastics to cosmetics, clothing and furnishing. This new advance in colour measurement is the result of collaboration between the British Ceramic Research Association, the Ministry of Technology's National Physical Laboratory and the Society of Dyers and Colourists.

The standards, consisting of sets of 12 tiles covering a fairly wide range of colours, are used to indicate the consistency of operation and accuracy of colorimeters and spectrophotometers. The availability of low-cost standards will enable users of such instruments to check various types of measuring error and hence improve the reliability of industrial colour measurement.

Fifty sets have been specially selected from the total batch of 1,000 sets for sale as NPL-calibrated standards, the most representative being designated as the master set. Calibration data of the master set will be determined at the National Physical Laboratory as accurately as possible and will be supplied to each user of the uncalibated sets to indicate approximate values. It is believed that variations between the uncalibrated tiles will be small enough to be ignored for many purposes. Where greater accuracy is required the NPL-calibrated standards should be used.

Factors governing the choice of the 12 tiles included permanence, uniformity of the glaze, temperature insensitivity, the absence of fluorescence in the 300-750 nm region of the spectrum and the shapes of the spectral reflectance curves as well as the colours.

The trade colours on which research was based are: Siberian blue, Nile green, tourmaline, golden tan, mid green, jasmine, pink, maroon, cobalt blue, mountain grey and two special greys. The tiles are four inches square.

Uncalibrated sets of ceramic colour standards can be obtained at a cost of £7 per set from The British Ceramic Tile Council, Federation House, Station Road, Stoke-on-Trent, NPL-calibrated sets are available from Metrology Centre, National Physical Laboratory, Teddington, Middlesex.

These can be supplied fully calibrated with any of three alternative geometries of illumination and view, the cost being £75, £100 or £125 per set when calibrated with one, two or three of these geometries.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	October 28, 1968	
762,587	Standard Telephones & Cables Limited	Improvement in automatic telephone systems.
891,650	Standard Telephones & Cables Limited	Carrier wave modulators.
949,823	Standard Telephones & Cables Limited	Electrical apparatus.
960,967	Standard Telephones & Cables Limited	Push-button operated electric switch with electro-magnetic locking facilities.
968,478	Standard Telephones & Cables Limited	Push-button operated electrical switch.
987,119	Societe d'Applications des Machines Motrices.	Pressure responsive electric switch.
991,651	A/S Dumex (Dumex) Ltd. . .	Dibenzocycloheptadiene derivatives.
1,023,228	County Commercial Cars Limited .	Spring suspension system for vehicle wheels.
1,052,216	Standard Telephones & Cables Limited	Semi-conductor light source.
1,091,973	Eternit Societe per Azioni . . .	Apparatus for the manufacture of asbestos cement plates.

Any person who claims that the patentees at the time of endorsement of any of the above patents were precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

Signing a £3½ million contract for a bi-metal strip plant between Stankoimport and Associated Engineering (Export Services) Ltd., on behalf of The Glacier Metal Co. Ltd. From left to right, front row: Mr. Makarkin (vice-director Stanoimport Moscow); Miss Krylova (Consultant, Ministry of Foreign Trade Moscow); Mr. Shcherbakov (Trade delegate, Stankoimport Moscow), Mr. R. C. Batersby, director, Associated Engineering (Export Services) Ltd., Mr. K. R. Cooper, director & secretary, Associated Engineering (Export Services) Ltd. Back row: Messrs. J. Collyear, deputy managing director, The Glacier Metal Co. Ltd., Shkrebtienko (deputy head Trade Delegation), Rosanov (legal expert, Trade Delegation), G. Collin Hepworth (Associated Engineering Group managing director), R. Herrmann (acting managing director, Associated Engineering (Export Services) Ltd., D. Cohen (planning executive, Associated Engineering (Export Services) Ltd.)

Aviation and Shipping

Maintenance of services previously operated by British Eagle

THE BOARD OF TRADE on November 8 exempted Cambrian Airways at their request from certain limitations in the licences they currently hold so as to permit them to carry on for the time being the services formerly operated by British Eagle between Liverpool and London, between Hawarden and London, and between Liverpool and Glasgow.

At the same time the Board of Trade have exempted British United Airways from a restriction in their current licence for services between Gatwick and Glasgow so as to permit them for the time being to fly an extra round journey a day on this route, for which British Eagle previously held a licence.

BEA's existing licence for air services between Heathrow and Glasgow already permits the airline to adjust its frequencies at any time.

In accordance with the provisions of the Civil Aviation (Licencing) Act, 1960, an airline which wishes to operate on a permanent basis any air service formerly operated by British Eagle or its associates must apply to the Air Transport Licencing Board for the necessary licences.

However, before decisions on such applications can be reached, there may be gaps in currently operated scheduled services which it is desirable in the interests of passengers to fill without delay.

As a short-term procedure it is open to airlines who wish to fill such gaps to apply to the Air Transport Licencing Board for temporary C licences, which can permit the operation of up to four flights.

At the same time the Board of Trade are also ready to consider requests from airlines which are making the necessary applications to the Air Transport Licencing Board for further temporary exercise of their power to exempt from licencing requirements. Such requests will be examined on their individual merits, bearing in mind all the circumstances of each case.

It is emphasized that such temporary exercise of the power to exempt is entirely without prejudice to the outcome of any licencing applications to the Air Transport Licencing Board or of any appeals from decisions of the Board on such applications, pending or future.

As regards inclusive tours, it is not anticipated that the cessation of British Eagle's operations will endanger any holidays planned. However, intending passengers who may be in doubt are advised to consult their travel agents.

A statement by Mr. Anthony Crosland, President of the Board of Trade, on the closure of British Eagle appears on page 1300.

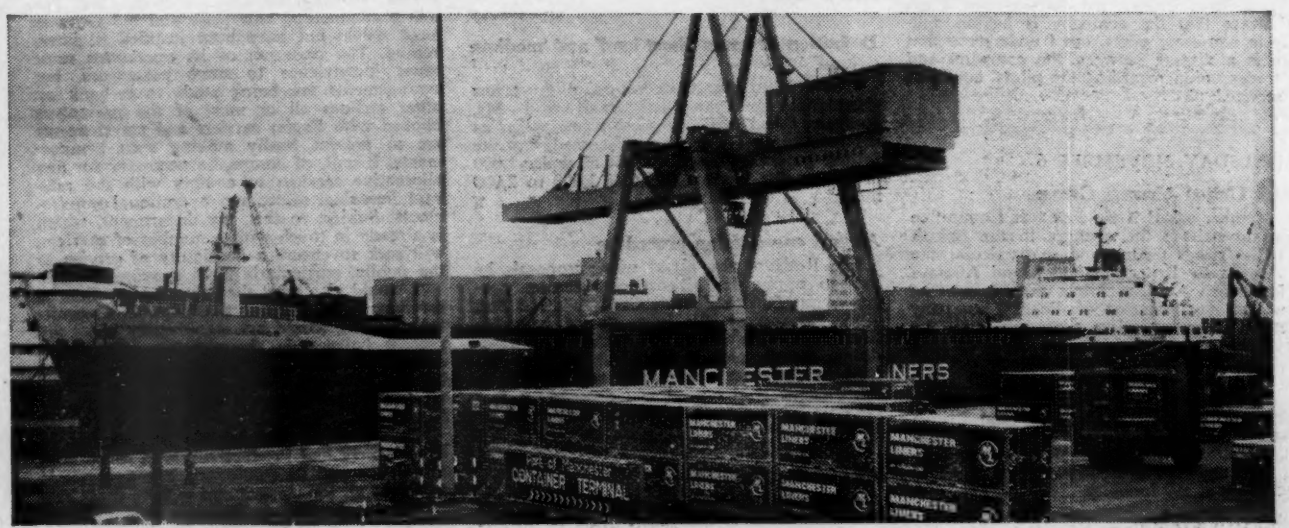
BOAC's half-year profit of £8 million

SIR CHARLES GUTHRIE, chairman of BOAC, announced on November 10 that BOAC had made a gr up profit in the first half of the financial year 1968/69 of £8,200,000.

Sir Giles, who was leaving London for a meeting of the BOAC Board for the first time in South Africa, said that the profit would have been £8,000,000 more but for the restriction of pilot co-operation followed by the pilots' strike between June 16 and July 3.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.



The 'Manchester Challenge', Britain's first deepwater cellular container ship, sailed from Manchester on November 3 for Montreal. This vessel is the first of three such ships. The second, the 'Manchester Courage', is already launched and is fitted out; the third, the 'Manchester Concord', will be launched later this year. The vessel will carry up to 500 20-foot containers all under deck. The service will also be the world's first all-year-round weekly service direct to Montreal, each ship being specially ice strengthened. Special terminals at Manchester and Montreal have been built for the exclusive use of Manchester Liners and the Montreal terminal will be the only container terminal in the world offering under-cover storage for loaded containers. In Canada, a CNR 'mini-train' will run between Montreal and Toronto/Hamilton, giving next day delivery, saving over seven days compared to conventional delivery time through the Seaway. An agreement has been reached with CNR whereby containers will be delivered throughout Canada and the Mid-West of the United States – Detroit/Chicago, competitive with delivery through New York.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on opposite page.

TUESDAY, NOVEMBER 5

European air bus project

Lord Beswick was asked whether a further statement could be made on the European Air Bus project. He said: 'At the Paris meeting on August 2 Ministers expressed the conviction that the overall concept of the aircraft was right, but agreed that a decision on full development should not be taken until the companies concerned had carried out their work further, particularly in the commercial and financial spheres. Revised proposals are due to be submitted to the three Governments by November 10. The latest specification has already been delivered to the national airlines.

British United Island Airways

Two questions were asked concerning the route-rights granted to the British United Island Airways. Mr. William Rodgers, Minister of State, Board of Trade, made the following statement:

'British United Island Airways is a new company which at present holds no air service licences. If the company wishes to have transferred to it the licences held by other airlines within the British United Airways group, it must apply within 28 days to the Air Transport Licensing Board, with whom, except in the event of an appeal to my right hon. Friend, the decision lies. I am not aware that the company is having difficulty in recruiting pilots, but I understand that there is a dispute between the company and the trades union regarding the pilots' contracts of service.'

WEDNESDAY, NOVEMBER 6

British United Airways Group

A Member asked if the Edwards Committee would investigate the changes in the British United Airways Group and in particular the notification by British United Island Airways to the British Air Line Pilots Association that it was not the intention of the new company to enter into a collective agreement with the pilots concerned. Mr. William Rodgers said the Edwards Committee was already examining the whole structure of the British civil aviation industry. The differences between the British Airline Pilots Association and British United Island Airways were a separate question, which he was investigating, in conjunction with the First Secretary of State for Employment and Productivity.

British civil airlines

Asked what action he was taking to restore the profitability of British civil airline operations, Mr. Rodgers said 'I am aware of certain current problems but the recession in airline operations is not confined to British operators. We must await the report of the Edwards Committee to guide us on the longer-term.'

Regional advisory committee on civil aviation

In answer to a request to set up a South-West England Advisory Committee for Civil Aviation, Mr. Rodgers said 'No Sir.' Before considering this, he would want to see what the Edwards Committee recommended.

Life of passenger-carrying aircraft

Asked to introduce legislation to impose an ultimate life on passenger-carrying aircraft, Mr. Rodgers said 'No Sir. The relevant question is not one of age but of airworthiness. A certificate will not be renewed unless the standard of airworthiness is sustained and the system of maintenance required by the Air Registration Board is intended to ensure that it is.'

Stansted Airport

Asked if it was intended to increase and expand air traffic at Stansted airfield far beyond its present limits; and what instructions had been given to the British Airports Authority in this respect; in view of the Foulness project for London's third airport, Lord Beswick replied that no such increase was intended or expected. Pending the outcome of the Inquiry by the Roskill Commission, Stansted would continue to be used in its present role, taking a share of London's increasing traffic but used mainly for training. No question of instructions to the British Airports Authority therefore arises.

Definition of terms 'short haul' and 'medium haul'

'There is no official definition of the terms short haul and medium haul' said Mr. Rodgers, asked to define these terms as far as commercial air flights were concerned, 'but the former generally means a flight of under 1,000 miles and the latter a flight of 1,000 to 2,000 miles.'

Airport consultation procedure

Mr. Rodgers was asked what proposals he had to apply the airport consultation procedure provided under the Civil Aviation Act, 1968. He replied 'We have started consultations with associations representative of aerodrome owners and, in the light of these, intend to designate aerodromes where there is evidence of public need and demand. A few requests for designation have already been received.'

Airport for Sheffield

A Member who asked what consideration had been given to the construction of an airport at Todwick to serve Sheffield, was told by Mr. Rodgers that the construction of an airport to serve Sheffield would, in the first instance, be a matter for the City Council, and he understood that they had a project under consideration.

Inquiry into loss of three Hull trawlers

Mr. Anthony Crosland, President of the Board of Trade, in answer to requests made the following statement upon the findings of the inquiry into the loss of the three Hull trawlers, 'St. Romanus', 'Ross Cleveland' and 'Kingston Peridot' conducted by Mr. John Naisby.

'I am urgently considering the findings of the Court. Many of the matters referred to were already under consideration before the casualties. Immediately following the casualties I set up the Holland-Martin Committee of Inquiry into trawler safety and established an interdepartmental committee to investigate existing and potential fields of research affecting the safety of trawlers. Work has also proceeded nationally and internationally on the safety of fishermen on board trawlers.

'In order to ascertain how the stability characteristics of existing distant water trawlers measure up to the criteria established in the Inter-Governmental Maritime Consultative Organization, I have decided to carry out an examination of the stability characteristics of such vessels and preparatory work has already started. The exercise for which Government funds are being provided will involve extensive computer calculations as well as inclining tests.

'I am also studying the other matters brought out in the Court's reports. I know that owners and builders will extend their full co-operation in considering the implementation of any further safety measures for trawlers.

'The findings of the court have been forwarded to the Holland-Martin Committee of Inquiry, so that the committee can take the recommendations into account in drawing up their final report.'

THURSDAY, NOVEMBER 7

British Eagle Airlines

The following statement was made by the President, in answer to an inquiry about the implications of the decision of British Eagle to cease trading in the context of British civil air transport.

'I much regret that one of the oldest and most respected of British Independent Airlines, British Eagle, with its charter company, Eagle Aviation Limited, has had to cease operations. I have been aware of the companies' growing financial difficulties, but this was a commercial enterprise and the Government would not have been justified in intervening. The cessation of its operations must cause inconvience to some passengers, but arrangements are being made to re-book on other airlines all or most of the passengers booked with Eagle; carriers and travel agents are at present busily making such arrangements. It will, of course, be necessary for any alternative services to comply with the relevant licensing, safety and operational requirements. Subject to this, my department, which is already in touch with a number of carriers, will seek to ensure a continuity of service to the public, particularly from provincial cities.

'I would also trust that any re-allocation of services, in advance of the Edwards Committee's Report, would not significantly affect the present balance in the structure of the industry. We must, however, await this report before the Government's future policy for the civil aviation industry as a whole can be formulated.

'As regards employees, the Department of Employment and Productivity is in touch with the airline and its employees. The department will take all the steps it can to help those employed by the firm to find new jobs quickly.'

MONDAY, NOVEMBER 11

British trawlers at Iceland

Asked about arrangements regarding the mother ship system for British trawlers at Iceland this winter, the President said: 'I am arranging to charter a suitable vessel. The specialist staff proposed in the Interim Report of the Committee of Inquiry into Trawler Safety will be found largely from within the Government Service. I will announce the details shortly.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, NOVEMBER 5

The economic situation was debated. The debate is reported in *Hansard* cols. 698-830.

Hire purchase and rental regulations

A Member asked if it was estimated that the recently announced new hire-purchase and rental regulations would absorb the whole of the rise of 3 per cent in retail sales over forecast figures. Mr. Edmund Dell, Minister of State, Board of Trade, said that, while the effect of the changes in the regulations could be estimated only in broad terms, they should help to ensure that consumers' expenditure in the second half of this year would be contained at the level of the second half of last year.

Monopolies Commission Report on Recommended Prices

Mr. Dell, asked to say when the report of the Monopolies Commission on Recommended Prices would be published, answered: 'We expect to receive the report in the next few weeks. It will be published as soon as possible after that.'

Development areas

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answered questions on advance factories in Scotland and on industrial development in the Hemsworth constituency.

Imports of cheddar cheese

Asked what progress he had made in his consultations with overseas suppliers in their exports of cheddar cheese to the United Kingdom market, Mr. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food said: 'Discussions with our overseas suppliers have been conducted so far on the basis of a proposed period of restraint to 31st March, 1969. I am now intending to lengthen the period to 31st March, 1970 and I am actively pursuing the discussions on this new basis.'

WEDNESDAY, NOVEMBER 6

Take-over panel

Requested to make a statement on proposals for a Securities Exchange Commission or Government-sponsored Take-over Panel, Mr. Anthony Crosland, President of the Board of Trade, said: 'I have discussed developments in the field of take-overs and mergers with the Governor of the Bank of England. The plans for strengthening the City Code and the Panel will be completed in consultation with the Board of Trade. It is hoped to announce them in the near future. I also discussed with the Governor the possible reinforcement of these measures by the Board of Trade.'

Trade with Argentina

'I can give no precise estimate', said Mr. Dell, to a Member who asked what effects the banning and the resumption of meat imports from Argentina had had on British exports to that country, 'but there is no doubt that some important contracts were lost. Since the restrictions on carcase meat were raised our export trade has made good progress.'

Direct investment overseas

Mr. Dell was asked what forecasts he had made of the direct investment in the overseas sterling area and the non-sterling area, respectively, in 1968; and whether they confirmed a trend towards a lower proportion of investment in the overseas sterling area. He replied that exact figures, which were liable to fluctuate from year to year, could not be given but he expected the proportion in the Overseas Sterling Area to be about 50 per cent, as compared with about 60 per cent prior to 1966.

Monthly trade figures

'No, Sir. The monthly figures provide essential information,' said Mr. Dell, asked to cease the practice of publishing the trade figures every month.

Another Member asked if the monthly import figures could include the purchase of American military aircraft or missiles, so as to give a more accurate picture of the real balance of payments. Mr. Dell answered that the import figures published monthly were shown both including and excluding arrivals of American military aircraft and associated equipment.

Increase in foreign trade

The President was asked to give the percentage increase in the volume and value of imports and exports, respectively, between the third quarter of 1968 and the average for the second and third quarters of last year before devaluation. Mr. Crosland said that on a seasonally adjusted basis, the volume of United Kingdom imports increased by 11 per cent and of exports by 14 per cent; the increases in value were 26 and 25 per cent respectively.

'Economic Trends'

A Member inquired why the publication *Economic Trends* gave figures for the numbers of new motor car registrations, seasonally adjusted, which were different from those officially issued as the numbers of new cars actually registered in the second and third quarters of 1968. Mr. Dell replied that the seasonally adjusted series of new registrations of cars, published in *Economic Trends*, was based on the recorded figures of new registrations and was a better indicator of the underlying trend.

Answering a request for full details of the equations Board of Trade statisticians had calculated relating imports to income levels and economic activity generally, indicating the period of which they were calculated and the data on which they were based, the regression co-efficients obtained and the relevant standard errors, together with the forecasting errors obtained when applying these equations to quarterly data over the past four years, Mr. Dell said: 'No, but I am considering whether an analysis of trends in imports can be published in due course in greater detail than was given in the article on forecasting in *Economic Trends* in August, 1964.'

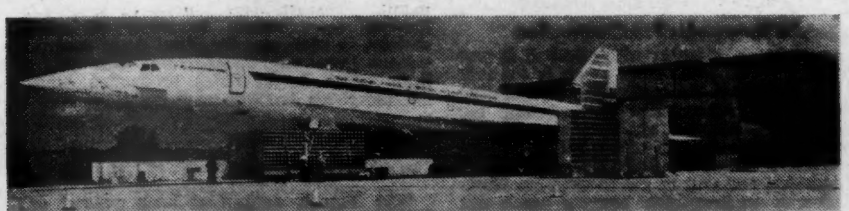
Pesticides for the United States

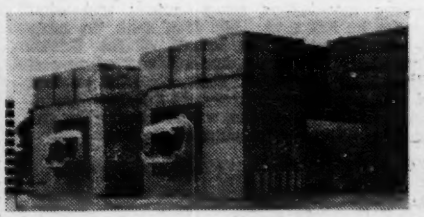
'What study has been made,' a Member inquired, 'of the factors underlying the increase in British exports of pesticides to the United States of America from $1.091 million in 1964; to $1.095 million in 1965; to $1.815 million in 1966; to $2.606 million in 1967. Mr. Dell answered that United Kingdom exports of pesticides and related products, including disinfectant, rose from £388,613 in 1964 to £944,839 in 1967. Most of this rise had been achieved by increased shipments of bipyridyl herbicides developed in the United Kingdom. These offered substantial advantages over herbicides previously available and their success overseas was much to be welcomed.

Hotel development incentives

'When Parliament has approved the necessary legislation,' said Mr. William Rodgers, Minister of State, to a Member who wanted to know when grants and loans under the new scheme announced in the White Paper, Hotel Development Incentives, would be available.

(Continued on next page)





The British Aircraft Corporation-built Concorde is shown here undergoing a full engine check out. Some two years ago, BAC, who are anxious to ensure ground running of the engines does not disturb the local community, engaged Industrial Acoustics Company of Staines, Middlesex, to design and build suitable silencing equipment to reduce noise emitted during engine testing down to a level acceptable at the nearby housing estates. The units, seen at the tail end of the Concorde, and in the picture on the right are the largest air-cooled ground run-up silencers supplied to the aero space industry, measuring 35 feet long by 12 feet high and have a depth of three feet.

PARLIAMENTARY ANSWERS, *continued*

Exports by private and public sectors of industry

'What proportion of the country's exports is supplied by the private sector and by the public sector, respectively' asked a Member. In answer, Mr. Dell said direct exports of goods and services by the public sector in the period July, 1967 to June, 1968, the latest available period of 12 months, were estimated to account for about 5 per cent of all exports of goods and services.

Overseas Projects Group

Asked by how much the Overseas Projects Group had helped to increase exports through major capital projects, Mrs. Dunwoody said that so far the Group's work had been mainly concerned with assembling comprehensive intelligence about projects overseas, co-ordinating with Government Departments and nationalised industries the effective deployment of their technical experience in this field and following up other proposals in the Cromer Report concerning industry and the consultancy profession. The Group had already been actively concerned in about 40 overseas projects.

Exports to Communist countries

The President replied to a query on the loss in British exports in 1967 and 1968 to the Union of Soviet Socialist Republics and other Communist countries due to the operation of the strategic embargo; and if he would now take steps to reduce the list of goods embargoed with the aim of assisting British computer and other technical equipment manufacturers. He said no worthwhile estimate could be made. The strategic embargo was operated jointly with other Governments and it was certainly his intention to secure any reductions in it which were safe and practicable.

British-Maltese trade

To a Member who wanted to know the estimated effect on British-Maltese trade on the basis that Malta joined the European Economic Community Mrs. Dunwoody said this would depend, among other factors, on the terms of any arrangements negotiated between Malta and the EEC.

Investment grants for scrap recovery machinery

Asked what representations he had had about his refusal to make investment grants in respect of plant and machinery for use by firms engaged in the business of recovering and processing non-ferrous scrap metals; and what replies he has sent. Mr. Dell said: 'In reply to representations on behalf of the British Secondary Metals Association and of several firms, I have explained that, since the product is still scrap, the processes in question cannot properly be regarded as manufacturing for the purpose of the Industrial Development Act.'

Waste paper

Mr. Dell was asked what steps he was taking to increase the quantity of waste paper collected, in view of the contribution which could be made thereby towards the reduction of pulp imports. He replied that the contribution which the re-use of waste paper could make is well recognised. The practical problem was to gear recovery to the demands of the mills, which were not constant. What was most needed were long-term contracts for the purchase of waste paper from local authorities, and co-operation between mills, local authorities and merchants in watching trends and forecasting demand.

Directory entries

The President was asked if he was aware of the system of pro forma selling by which certain firms sent out invoices offering discounts for entries in forthcoming directories, such entries never having been ordered; and if he was satisfied that the public is sufficiently protected from such practices. Mrs. Dunwoody answered, saying she was aware of the regrettable practice but thought it was for the recipients to protect themselves by checking before payment that they had not contracted for any such directory entries.

British Week in Stockholm

'Representations were made by one firm participating in the Week' said Mrs. Dunwoody to a Member who asked what representations had been made about a BBC2 television programme on Sweden screened during the period of the British Week in Stockholm.

The Kennedy Round

Replying to a question on the present position regarding his proposals to accelerate the Kennedy Round tariff cuts, Mr. Dell said: 'Our proposals, which my rt. hon. Friend announced in the House on March 14, remain on the table. Progress depends on the ability of the principal countries concerned to meet the conditions attached to the offer.'

'No definite date can be given' said Mr. Dell, in answer to a further question on when it was expected to announce the further tariff cuts provided for in the Kennedy Round conditional upon the United States Government eliminating the American selling price system of valuation for certain chemicals. 'The Kennedy Round Supplementary Agreement relating principally to chemicals is due to enter into force on January 1, 1969, but only if the United States has notified the Director General of GATT that the United States has previously enacted legislation eliminating the American Selling Price system of valuation. I understand that the United States Government intends to seek an extension of the time allowed for this action.'

Proposed Securities and Exchange Commission

A request was made to the President to set up a Securities and Exchange Commission with statutory powers to regulate the whole range of dealings in stocks and shares. Mr. Crosland answered: 'I am in touch with the Governor of the Bank of England on the possibility that the City's arangements for supervising the conduct of take-overs and mergers may need to be reinforced by the Board of Trade.'

Industrial Reorganization Corporation

Answering a Member who asked if it was his intention to define more precisely the role of the Industrial Reorganization Corporation vis-à-vis the Monopolies Commission, the President replied: 'No, sir. It is already well understood that the role of the IRC is to promote and facilitate the desirable re-structuring of industry, and that of the Monopolies Commission is to investigate mergers which are referred to it by the Board of Trade; these two functions are wholly compatible.'

Customs Duties (Dumping and Subsidies) Amendment Act

How many applications had been received for the making of a preliminary order under the Customs Duties (Dumping and Subsidies) Amendment Act of 1968, asked a Member. Mr. Dell answered two, each on August 14. The Board had decided that the conditions for an order had not so far been met in either case.

Trade with South Africa

Several questions were asked on trade with South Africa. The President told a Member who inquired the value of British exports to South Africa for the year to date, and what percentage change this represented over the corresponding period in 1967 and 1966, respectively, '£196 million to the end of September, which is 3 per cent less than in the corresponding period of 1967 and 14 per cent more than in the corresponding period of 1966.' Asked the reasons for the recent decline in Anglo-South African trade the President answered that the fall in our exports this year compared with 1967 was a reflection of lower South African total imports. 'We are doing everything open to us to encourage and assist exports to the South African market,' he added.

In reply to a request to investigate the reasons for the 20 per cent fall in the dollar value of United Kingdom exports to South Africa during the first eight months of 1968, notwithstanding devaluation when the dollar value of German exports to South Africa rose by 9 per cent, and of Japanese exports to South Africa by 3 per cent, while the dollar value of United States, Italian and French exports to South Africa declined by 1 per cent, 3 per cent and 6 per cent respectively. Mr. Crosland said the reason for the fall in dollar values which was 17 per cent for the first nine months of 1968, was mainly the devaluation of sterling in relation to the dollar, combined with some fall in the total of South African imports.

The President was also asked to make a statement on the present rate of British exports to, and investments in, South Africa, the Portuguese territories of Africa and the rest of the continent of Africa. He said: 'Comparing the first nine months of this year with the same period last year, United Kingdom exports fell by 3 per cent to South Africa, and rose by 34 per cent to the Portuguese Territories and 9 per cent to the rest of Africa. There has, however, been a marked increase in exports in recent months, and in the third quarter exports to South Africa were 11½ per cent higher and to the rest of Africa 24 per cent higher than in the same period last year. The latest figures for private direct investment relate to the year 1966 when, compared with 1965, investment fell by 22 per cent in South Africa, 33 per cent in the Portuguese Territories and 35 per cent in the rest of Africa.'

Imported goods

Asked for a statement about the current level of imports of manufactured and semi-manufactured goods, Mr. Dell said comparing the four months June-September with the four months February-May, imports of semi- and finished manufactures increased in value slightly, in each case by about 1 per cent. In volume terms semi-manufactures were only a little higher despite rising production, while finished goods declined moderately.

French import quotas

'The French authorities have assured us, both bilaterally and in the appropriate international fora, that their import restrictions and export aids announced on June 27 are subject to specified time limits,' Mrs. Dunwoody told a Member who asked what assurances the Government had received as to the temporary nature of the import quotas and export aids announced by the French Government at the end of June.

Prices of children's footwear, etc.

A Member inquired what representations had been received about the prices of children's clothing and footwear. Mr. Dell said that since the end of the Prices Standstill in June 1967, the Board of Trade had received 50 complaints, all from members of the public. In co-operation with manufacturers of clothing and footwear, the Board of Trade kept a constant watch on factors affecting manufacturers' costs and on the movement of prices. 'We have no evidence of unjustified price increases; but shall continue to watch the situation closely,' said Mr. Dell.

Problems of small companies

Answering questions about consultations with the Confederation of British Industries on the special problems of small companies, and about present arrangements for assisting smaller industries to develop Mr. Dell said a paper by the Confederation of British Industries on the problem of the small firm was discussed by the National Economic Development Council last month. He continued: 'We are now considering the points which need to be further studied and the best way of proceeding.'

Capital investment by manufacturing industry

In answer to a request for his estimate of capital investment by manufacturing industry and by the distributive and service industries, respectively, in 1968; and how this compared with the figures for 1966 and 1967, the President said constant prices, capital investment by manufacturing industry was 5 per cent lower in 1967 than in 1966 and little or no change was expected in 1968. In the distributive and service industries there was a 3 per cent rise between 1966 and 1967 and an increase of about 7 per cent is expected between 1967 and 1968.

Industry's stocks

'The National Institute of Economic and Social Research publish a quarterly series showing the stock change of mainly imported commodities,' said Mr. Dell, asked to widen the scope of the Board of Trade Quarterly Estimates of the changes in industry's stocks and work in progress to distinguish stocks with a particulary high import content. 'I do not think that I should be justified in asking the business community to undertake the additional work needed to improve on this series.'

Protection for the jute industry

Asked to make a statement on further protection for the jute industry Mr. Dell said he hoped to do so before the end of November.

Manufacture of nylon

Answering a question on consultations held with manufacturers of nylon for additional factory expansion in the United Kingdom, Mr. Dell said the supply position had been regularly discussed with the man-made fibres manufacturers. Production capacity in the case of nylon had been and was being increased, but demand in this and other countries had temporarily outstripped supply with the result that shortages had developed.

Unlimited companies

'How many companies have re-registered as unlimited companies since the introduction of the Companies Act 1967,' inquired a Member. Mr. Dell answered: '1,780'.

The Monopolies Commission

The President told a Member who asked if he would undertake a re-examination of the work of the Monopolies Commission, with a view to strengthening its powers and enabling it to act more quickly, that he was already engaged on a review of the working of the Monopolies Commission.

Monopolies Commission Report on man-made fibres

Asked when he would announce his decision on the Report of the Monopolies Commission on the supply of man-made cellulosic fibres, Mr. Dell said: 'We expect to have the result of the tariff review by the end of the year; my right hon. Friend will then be able to take a decision on the Commission's recommendations.'

Cotton textile industry

In response to a Member who asked if he would make a statement about the cotton textile industry, and in particular the economic and trade prospects for the industry in the coming year, the President said production of yarn and cloth had risen by 7½ per cent and 5½ per cent, respectively, compared with the third quarter of last year. Order books had also lengthened considerably, to an average of 23 weeks production in the case of spinners and 17 weeks in the case of weavers.

The President continued: 'While it is dangerous to prophesy in a trade which is subject to cyclical fluctuation, nevertheless, given the state of order books and the improved competitiveness of the industry as a result of devaluation, the outlook looks encouraging.'

Grants to the textile industry

An inquiry as to the number and total cost of grants for the year ended March 1968 paid to the spinning, weaving, dyeing and printing firms in the textile industry in the traditional area of the cotton industry, was answered by Mr. Dell who said total grants paid to the textile industry in the year ended March, 1968, was £21,842,000. Detailed analysis of this figure could not be provided without disproportionate expenditure of time and money since it would involve special analysis of many hundreds of indvidual claims.

Trade Descriptions Act

Stating that it was a growing practice of shirt manufacturers of falsely labelling men's shirts as Bri-nylon, pricing them at high prices and then pretending to sell at greatly reduced prices, a Member asked if the Board of Trade would take action to protect the public from these practices. Mrs. Dunwoody said from November 30, the Trade Descriptions Act 1968 would be enforced by local weights and measures authorities. Among other things it prohibited false trade descriptions as to the composition of goods or as to the person by whom goods were manufactured, and certain false price comparisons. These arrangements should provide valuable protection for the public.

Operation Stabilizer

Mr. Rodgers replied to a request to make a statement on the discussions he had had during the past six months with the Association of British Travel Agents about developments in regard to Operation Stabilizer and other safeguards for the protection of holiday makers. He said the Association was continuing to keep the Board of Trade informed of changes in its rules and Code of Conduct designed to protect and assist the holiday-maker.

Investment grants

Answering questions on the continuation of the temporary increase in investment grants after the end of the current year and on proposals to change the existing rates of investment grants, the President made the following statement: 'I have received a number of representations from the CBI and other bodies asking that the temporary increase in the rates of investment grant should be continued beyond the end of 1968. I have, however, stated on a number of occasions, most recently in reply to my hon. Friend the Member for Glasgow, Springburn, on October 23, that the rates will revert to 40 and 20 per cent on January 1, 1969.'

New car registrations

Replying to a question on what figures for the numbers of new car registrations in recent months were taken into acount before reaching a decision on the recent hire purchase restrictions, Mr. Dell said estimates were available of new registrations of cars in the second and third quarters of 1968, which were 217,000 and 262,000 respectively after making allowance for seasonal factors.

Retail turnover in Wales

What were the latest figures of the turnover of retail trade in £s per head in Wales, inquired a Member. Mrs. Dunwoody said retail turnover per head of population in Wales in 1966 was £179 excluding mail order trade.

Import saving

The President was asked if it was his policy to give preference to industries which contribute to exports, rather than those who made a similar contribution to import saving. He replied that the Government's policy was to encourage and assist all industries to make the best contribution they can both in export markets and in competition with imports at home.

Investment grants

Mr. Dell, asked to state the number and the average and total cost of investment grants made during the year ended March 1968 in the North-West and West Midland Regions, respectively, showing the figures for development and non-development areas separately, said tables 6 and 7 of the Second Annual Report on Investment Grants provided the following information on the total value of grants paid in these regions during the year ended March 31, 1968:

	£
North West	53,849,000
West Midlands	22,807,000
Merseyside Development Area (together with Barrow-in-Furness and Dalton-in-Furness)	33,674,000

'I regret that further geographical breakdown of these figures could not be provided except at disproportionate cost since it would necessitate a special statistical analysis of thousands of individual claims,' said Mr. Dell.

Industrial development

Mrs. Dunwoody answered questions on industrial development in Scotland, Leicester, Sunderland, Plymouth, the Fishguard area, and the area around Kingshill Colliery number one.

THURSDAY, NOVEMBER 7

Hire purchase restrictions on motor cycles

'No,' said Mr. Dell, asked if he would reconsider the latest hire-purchase restrictions on motor cycles and three-wheeled cars in view of the outstanding export record of these industries. 'The requirements in the new Orders took account of the position of these industries.'

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Industrial development

Questions were answered by Mrs. Dunwoody about industrial development on the Bellshill Industrial Estate and in the Birmingham area.

FRIDAY, NOVEMBER 8

Prices of metric measures

The President was asked whether he would take steps to make it obligatory for the price per unit to be displayed where goods are sold by quantity, before the introduction of metric measures. Mrs. Dunwoody said: 'I do not think it would be appropriate to impose this obligation generally, but if in a particular case no better means can be found to enable the shopper to compare prices, I should be prepared to consider whether such a requirement would be practicable.'

MONDAY, NOVEMBER 11

Monthly trade figures

Answering a Member who asked why the recorded values for imports of United States military aircraft are not published as separate items in the monthly trade report in the *Board of Trade Journal*, Mr. Dell said the value of imports was, in effect, already published in the monthly article on United Kingdom trade in the *Board of Trade Journal*. Close estimates of the recorded value may be obtained as the difference between the figures of total imports including and excluding these aircraft and equipment, as shown at Table 1A or Tables 4 and 5 of the article.

In reply to a further question: on which day of the month the monthly balance of payment figures are first seen by the President; and when this custom first began, Mr. Dell said: 'I assume the hon. Member is referring to the visible trade balance; complete balance of payments figures are not compiled monthly. We receive estimates a few days before the day of publication, which varies from month to month according to a pattern settled at the beginning of the year. Monthly estimates of the visible trade balance were first published for January 1964.'

A third question was put, asking how long after the monthly trade figures have been collected he receives returns from the Customs House. Mr. Dell said documents relating to trade were collected continuously by Customs and compilation of the figures took place at the end of the month. They were published as soon as possible both in unadjusted and seasonally adjusted form, and with an estimate of the visible trade balance, on dates which were fixed and made known at the beginning of each year. He received the basic figures some days before publication.

Welsh Livestock Export Council

Stating that the British Agricultural Export Council and two other export councils are to receive a grant from his department a Member asked about plans to ensure that the Welsh Livestock Export Council becomes grant-aided. Mrs. Gwyneth Dunwoody replied that the support for the British Agricultural Export Council and the other two Export Councils was for approved export promotion activities on behalf of all the industries concerned. 'I have no plans for extending this support,' she said.

Duccio's 'Madonna and Child'

The President was asked if he would name the people whom he had asked for information in connection with the sale of the Duccio painting at Aldwick Court, and who declined to give him information. He answered: 'The following were asked if they had any information about the operation of a ring at art auctions: – The Chartered Auctioneers' & Estate Agents' Institute; The British Antique Dealers Association Ltd.; Sotheby & Co.; Christie, Manson, and Woods; The Society of London Art Dealers.

The first four replied that they had no such information. As I said on November 6, representatives of the Society of London Art Dealers made allegations on September 30 concerning the sale at Aldwick Court, but did not name anyone who might provide evidence.'

Factory in Uddingston

Answering a question on steps taken to find a tenant for the factory vacated by Saltaire's in Uddingston; and what consideration had been given to reducing the rent, Mrs. Dunwoody said the factory formerly occupied by Salts (Saltaire) Ltd. was being extensively renovated and would not be ready for occupation until next spring. The factory had been drawn to the attention of 16 firms, eight of whom had made visits, but no firm application had been received. In accordance with normal policy the rent would be the current market value as assessed by the District Valuer.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (01-405 3422).

Bonn Newsletter No. 19. August 1968. 7 pages. Mr. Anthony Wedgwood Benn, accompanied by Mr. G. Bowen, Mr. R. Bullock and Mr. W. Knighton, paid a short visit to Bonn on July 9 to discuss with Dr. Stolenberg, Federal German Science Minister, matters of common interest. This publication contains a summary of that discussion and covers such topics as new facilities and funds, higher education and national science.

The Federal German Budget for Scientific Research and Development 1968, by R. C. C. Cook. 4 pages. *Germany* 118. The Federal Budget estimate for all scientific research and development for 1968 totals DM 3543 million (£369 million), corresponding to an overall increase of nearly eight per cent on the figure for 1967. Since the Länder governments also support scientific research (their joint support in financial terms being greater than that of the Federal Government), the figures given in this report are not comparable with those for United Kingdom government support. In certain fields, estimates for contribution from the Länder government are included where available.

Japanese Measures to Liberalize the Importation of Technology, by C. R. S. Manders. 3 pages. *Japan* 78. The Foreign Investment Council in Japan has been studying technology import liberalization and its recommendations to the Government were put into effect on June 1.

A Visit to the Scientific Centre of Irkutsk, by E. A. Alexander. 8 pages. *USSR* 42. The report gives an account of the Scientific Centre being constructed on the Angara River and the research carried out in the institutes of the Academy of Science in Irkutsk. A list of non-Academy institutes is given in an appendix.

A Visit to the Akademgorodok at Novosibirsk, E. A. Alexander. 7 pages. *USSR* 43. This publication contains a brief account of the writer's first impressions of the Akademgorodok at Novosibirsk. References are made to the Presidium, Dom Uchenykh ('House of Scientist'), the Institute of Nuclear Physics, the Institute of Catalysis, the Institute of Chemical Kinetics and Combustion, the Institute of Organic Chemistry, the Institute of Inorganic Chemistry, the Institute of Thermo-Physics, and the State Public Scientific and Technical Library (GPNTB).

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Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

New Books

Business Economics, edited by M. H. Cadman. (122 pages. Macmillan. £2 2s.) The six essays in this book are based on a series of study lectures arranged by the Economic Research Council. The essays deal with various aspects of management's decision-making tasks, and are written by practising professionals. A. M. Alfred contributes an introduction to the subject of business economics by showing, with a number of case studies, examples of the range of topics a business economist may be called on to investigate, and also describes project appraisal by discounted cash flow. Some aspects of accounting are discussed by D. M. Lintott, who describes in some detail the ways in which accounting information is used in a business as a basis for control. Forecasting, planning and pricing are dealt with by R. May in an essay which discusses statistical methods used in short-term forecasting, the processes of operational planning, network analysis and the use of flexible pricing polices in promotional strategies. P. C. Millson examines the relationships which exist between the typical large-scale unit of business enterprise and other organizations, including those in the public sector. Problems of smaller companies are discussed by Bernard Weatherill, who proposes the formation of a Small Business Development Bureau. The last chapter, by I. T. H. Logie, deals with the cost of capital, uncertainty and risk, from the point of view of the businessman.

The Open Economy: Essays on International Trade and Finance, edited by Peter B. Kenen and Roger Lawrence. (407 pages. Columbia University Press. £5 12s. 6d.) Sixteen essays summarizing research projects sponsored by the International Economics Workshop at Columbia University are published in this volume, which is the first in a series of *Columbia Studies in Economics*. Three major subjects are covered by the essays: the influence of labour skills or human capital on national trade patterns; relationships between the structure of foreign trade, economic growth and factor movements; international financial policies and the international monetary system. Most of the essays are concerned with the United States, but one provides a detailed comparison of productivity change in Britain and Germany, and relates the difference in growth rates of productivity and exports in the two countries to their respective records in demand management. Another compares productivity and export performance in Canada and the United States. Other essays examine the contribution of foreign technology to Japan's export performance; comparative patterns of industrial development in Japan, Korea and Taiwan; trade of the African affiliates of the EEC; and Greek balance of payments problems. Even this partial listing of contents shows that the book contains a great deal of information on a wide range or subjects. Unfortunately, it does not contain either a subject index or a list of the approximately 100 statistical tables scattered throughout the text. There is an author index to the bibliographical references in the footnotes.

Worker Representation on Company Boards. Discussion Paper No. 2. (43 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London SW1. 15s.) The case for co-determination is presented by Professor M. P. Fogarty, and the case against co-determination is presented by Sverre Thon. Frank Broadway discusses some questions concerning co-determination. The text of the discussion on worker representation is also included.

Is Scientific Management Possible? A Critical Examination of Glacier's Theory of Organization, by Joe Kelly. (332 pages. Faber and Faber £3 3s.) Glacier Metal Company Ltd., under its former chairman Wilfred Brown (now Lord Brown, Minister of State, Board of Trade), is a well-known post-war example of a progressive British manufacturing company. A series of earlier monographs collectively known as the *Glacier Studies* outlined Lord Brown's philosophy of organization and Professor Jaques' views on human relations within the firm. The object of Dr. Kelly's book is to examine the theoretical concept in relation to the practical organization of the company. Over a period of time the author argues that the company's philosophy is changing in the light of experience, from a human relations approach to that of task management. Task management is defined as 'effective organization is a function of the work to be done (task) and the resources available to do it, personnel, technical and economic'. The effect of this type of management on the attitudes and informal organization of Glacier employees is discussed and the author focuses attention on four different themes: meetings, the supervisor, shop stewards, and a wage negotiation. The volume is in five parts, the Glacier Project, industrial relations, the section manager, the supervisor and Glacier meetings, and in conclusion, a critical assessment of the Glacier system. Dr. Kelly asserts that 'the fundamental contention of this research is that the Glacier system is more determined by structural factors than any theoretical prognostications produced by its own management theorists. The major determinants of Glacier policy and behaviour are economic, marketing, technological, political, social and cultural factors'. The book appears in the *Society Today and Tomorrow Series.*

Industrial Relations: Contemporary Issues, edited by B.C. Roberts. (359 pages. Macmillan. £4 10s.) Two hundred participants from 30 different countries took part in the First World Congress of the Industrial Relations Association, which took place in Geneva from the fourth to the eight of September 1967. The IIRA was established to 'encourage and promote the objective study of industrial relations throughout the world irrespective of national boundaries and cultural, political and social differences' This book contains a selection of the papers delivered, grouped under three main headings: bargaining and conflict; organizational responses to technological change, which includes two papers on the structure of trade unions and productivity bargaining in Great Britain; and problems of incomes policy and structure.

Technology and Jobs: Automation in Perspective, by A. J. Jaffe and Joseph Froomkin. (300 pages. Published by Frederick A. Praeger, New York. Distributed by Pall Mall Press. £3 6s.) The authors present a challenge to the widely accepted view that technological change (of which 'automation' is merely one advanced form) leads to unemployment. They illustrate their discussion with a detailed analysis of the productivity increases that result from technological advances, and of the labour force situation in the United States, in an effort to answer the question 'Did recent changes in labour productivity cause a manpower revolution in the United States?'. They devote some attention to the international labour situation, comparing developments in the United States with changes in labour productivity in the rest of the world.

An Introduction to Company Accounts, by Philip Tovey and Alec G. Russel. 5th edition. (100 pages. Pitman 18s.) In this new edition no attempt has been made to alter the original aims of the book. Instead attention has been given not only to the balance sheet, but also to the profit and loss account and the abundance of other information called for by the Companies Acts of 1948 and 1967. To reflect this changing emphasis, the title of the book has been altered from *Balance Sheets* to *An Introduction to Company Accounts.*

Industrial Publicity Management, by William Paterson. (212 pages. Business Books. £3) The author has presented a practical book on how to improve all aspects of a company's publicity efforts. His basic premise is that publicity is an arm of marketing and as such is capable of great force if applied with expertise. Part one defines the role of publicity in relation to the overall marketing strategy. Part two deals with management's responsibility, the publicity department and its manager, budgeting, and working with agencies. Part three concentrates on public relations and the methods used in presenting the company's image and products to its potential customers e.g. advertising, publications, direct mail, films, exhibitions. This last part contains a good deal of advice on how to choose the best publicity method in a given set of circumstances, with many supporting studies. Mr. Paterson also gives guidance to exporters on how to make the best use of the Government's services, through the Central Office of Information and the Board of Trade, which aid a company's publicity efforts abroad.

Office Organization and Method, by Geoffrey Mills and Oliver Standingford. 4th edition. (413 pages. Pitman. £1 10s.) The revised edition brings the text into line with recent developments in methods, equipment and legislation. It contains a new section on the legal aspects of office management.

Other Publications

BRITISH COMMONWEALTH AND INTERNATIONAL TRADE INDEX. CLASSIFIED TRADES LISTS OF PRINCIPAL BUSINESS HOUSES WITH THEIR CABLE, POSTAL ADDRESSES AND TELEPHONE NUMBERS-IN THE BRITISH COMMONWEALTH AND UNITED NATIONS. 1968-69 edition. 696 pages. Business Dictionaries Ltd., 'Sell's House', 39 East Street, Epsom, Surrey. £3.

THE EFFECT OF GOVERNMENT ECONOMIC POLICY ON THE MOTOR INDUSTRY. Economic Development Committee for the Motor Manufacturing Industry. 31 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

EXPORT CATALOGUE. 8th edition. 279 pages. Available free from the Secretary, The Gauge and Tool Makers' Association, Standbrook House, 2/5 Old Bond Street, London W1.

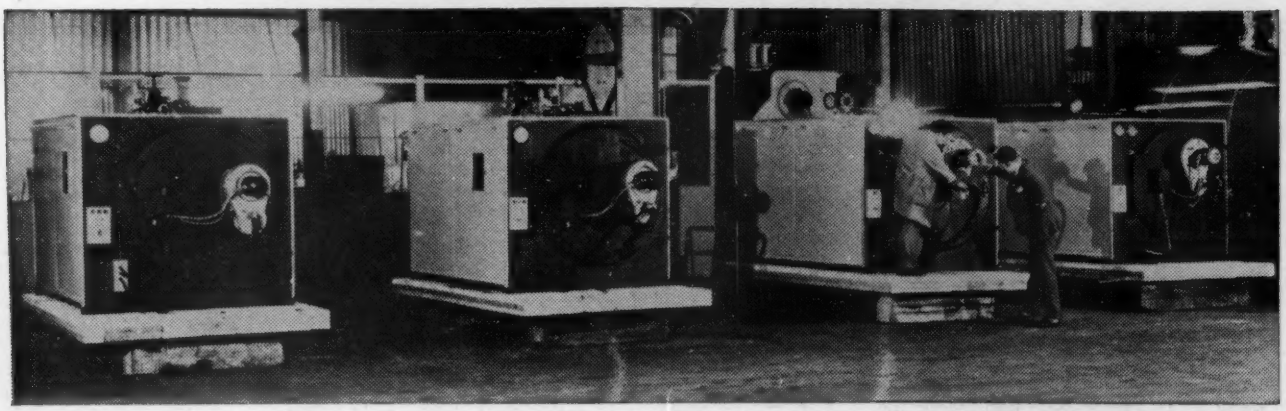
THE INTERNATIONAL TIN COUNCIL: ANNUAL REPORT FOR 1966-67. 40 pages. International Tin Council. Haymarket House, 28 Haymarket, London SW1. 10s.

THE LANCASHIRE TEXTILE INDUSTRY. 83rd edition. 356 pages. John Worrall Publishers, St. Alphage House, Fore Street, London EC2. £2.

ROTTERDAM JAHRBUCH 1968-69. 164 pages. Der Hafenkurier, Rotterdam, Witte de Withstraat 73, Schliessfach 601, Fernuf 111000. D. fls. 8.50.

SOUTH AND SOUTH-EAST ASIA. *Britain and the Developing Countries.* Central Office of Information. 36 pages. Available from HMSO and other Government bookshops. 6s. 6d.; by post 7s.

A STUDY OF LABOUR TURNOVER. Economic Development Committe for Food Manufacturing. 37 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.



Final checks are carried out on two Minipac and two Mini Aquapac boilers at the Glasgow factory of John Thompson (Shell Boiler Division) Limited, before they leave for Hong Kong. These fully automatic package boilers are destined for the internationally known Peninsula Hotel, which is located on the Kowloon side of Hong Kong. Two of the boilers will supply hot water at 3,000,000 BTU/hours to heat the 222 rooms of the hotel together with its numerous shops, which has earned the hotel the reputation of being a 'city in its own right'. Steam will be supplied by the two other boilers for use in kitchens, laundries, etc.

Chief officials of Ghana's State Gold Mining Corporation saw the first of a new series of 'mini-locos', developed specifically for operation in the narrow tunnels and galleries of their Tarkwa mine, under construction when they visited the Bedford works of Motor Rail Ltd. The Corporation has ordered 15 of the new locos, worth more than £18,000. Picture shows, left to right, Mr. T. B. Maison (London manager, Ghana State Gold Mining Corporation), Mr. Bismarck C. L. Odei (the Corporation's managing director), Mr. R. A. Wenham (managing director, Motor Rail Ltd.) and Mr. J. Kwesi Lamptey (chairman of the Corporation).

Constructors John Brown Limited have been awarded a contract by the Algerian state hydrocarbon company, Sonatrach, to design and engineer a pipeline and its ancillaries, running from Hassi Messaoud in the Sahara, to Arzew on the Mediterranean coast, via the Hassi R'Mel gas field – a distance of more than 500 miles. The contract was signed on November 5, at the offices of Sonatrach in Algiers. Photograph shows (right to left) Mr. A. McLaren (deputy managing director CJB (Projects) Ltd.), and M. A. Ghozali (chairman and general manager of Sonatrach).

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
November 19	Miscellaneous stores and equipment	Youth Club Building (adjacent to indoor bowling club), Riverside, Chatham.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101).

Machine tools including shaping and slotting machines; Ward and Herbert combination turret lathes; Swift, Denham, Churchill-Redman SS & SC lathes; milling and drilling machines; grinders etc; water distillation plant; concrete mixers; road roller; air compressors; petrol engines; welding and pumping sets; fork lift truck; steel packing pallets; Milton steel racks; tradesmens' hand tools; motor vehicle spares; rubber tyres; prismatic binoculars; telescopes; watches; wood packing cases; scrap ferrous metal; large quantity glass; crockery and kitchen and table utensils; leather ankle boots; white and coloured blankets; greatcoats; mens' drawers; shirts; BD blouses; trousers; jackets; woollen and mixed rags; carpets; mattresses; haversacks; large quantity furniture and other general stores.

November 26	Industrial equipment, miscellaneous stores	Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son, (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 053-2-20898).

Fork lift trucks; compressors; generators; charging sets; lathes; drilling and grinding machines; woodworking machines; pumping sets; steam cleaner; cranes; weighing machines; MT assemblies; industrial tractors; trailers; towing ambulances; transporting and lifting equipment; concrete mixers; electric cable; wireless and signal equipment; testing instruments; pneumatic tools; hand tools and tool kits; tyres; fire fighting equipment; safes; wood and metal boxes; screw cutting and reamer sets; portable runways, 3-ton; gravity roller conveyors; ironmongery; musical instruments; household and kitchen equipment; 35,000 GS haversacks; raincoats; tents; carpets; rugs; curtains; groundsheets; web equipment; kit bags; rope; rags; mattresses, palliasse and bolster cases; battledress; greatcoats; shirts; shoes and ankle boots; chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables etc, and large quantities of miscellaneous stores.

December 3	Vehicles, miscellaneous stores	Auctioneers premises	Osborne King & Megran, (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).

Bedford Utilecon, Minibus, 3-ton cargo trucks and 31 seater coaches; Austin 1-ton trucks; Brockhouse 10 cwt. & 1-ton trailers; Morris J2 vans; 7-ton Eagle trailer; Muirhill dumper (4½ cu. yd); David Brown tractors; Fowler Challenger tractor, fully tracked; Taylor Jumbo crane; AEC Matadors; Austin, Morris, Ford, Land Rover road springs; portable 3-ton runway; Hillman Huskys; Morris Minor 1000; BSA 500cc motor cycles; 160 lb tents with poles & pegs; MT and electrical spares; hand tools; miscellaneous clothing; furniture; kitchen equipment; large quantity ankle boots; and many items of other general stores.

December 5	Miscellaneous stores	No. 25 Maintenance Unit RAF, Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053).

Photographic equipment including, 16mm cine camera and cine projector; Colmer Graflex ground camera; aircraft cameras; exposure meters; various lenses; flash guns; epidiascopes and episcopes; print trimmers; glazing machine and drum assemblies; roll and sheet film and bromide paper; chemical packs for Ektachrome film; Kodagraph DC developer; May & Baker Exprol solution; large quantities of Sodium Metabisulphite, Sodium Thiosulphate and other chemicals; electrical equipment including, motors; generators; rectifiers; regulators; invertors; cable; batteries; battery chargers; switches; meters etc; actuators; fuel pumps; aircraft wheels; brake units; steel pallets; wooden cases; clothing including, greatcoats; raincoats; jackets; blouses; trousers; skirts; khaki drill clothing; parka coats; lightweight flying suits; ankle boots and other footwear; webbing equipment and a large quantity of general stores.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal order only).

WRIST WATCHES

A large quantity of OMEGA WRIST WATCHES are to be sold at the Ministry of Defence auction sale to be held at CHATHAM on November 19, 1968. They will be sold in Lots of 1, 10 and 20. Catalogues, price 1s. 0d. (postal order only) obtainable from the auctioneers: Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

ARMY BOOTS

12,000 pairs of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held at BARLOW on November 26, 1968. They will be sold in sizes and most lots will not exceed 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Bartle & Son, 52 Merrion Street, Leeds, 2.

NISSEN HUTS

100 NISSEN HUTS sizes 16 ft. × 36 ft. and 24 ft. × 66 ft. are to be sold at the Ministry of Defence auction sale to be held at BARLOW on November 26, 1968. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Bartle & Son, 52 Merrion Street, Leeds. 2.

SALE BY TENDER

MACHINE TOOLS

Vertical borers; drills; tool and centreless grinders; centre lathes; horizontal, universal and vertical millers; hammer; sawing, shaping, slotting, swaging, bending, threadcutting, welding, woodworking and balancing machines; degreasing plant etc. Located at Rosyth, Dunfermline, and Alexandria, Dunbartonshire. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4bii(A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. December 5, 1968.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+14
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—20
4th quarter	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 2
1968															
1st quarter	137 (1)	137	179	176	140	106	177	121	183	210	194	—106(1)	—116	+ 3	+46
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 43	+12	Nil
3rd quarter						103									+ 5
1968															
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August		141*				104									
September						102									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—169
3rd quarter			125·7	+5·6	122·1*	141·6*	187·4	580	182		209	196	
1968													
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·6	535	180		203	180	
May	140	123*	124·9	+4·6	122·6	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·8	141·5	186·0	569	178		193	182	
July	139	123*	125·5	+5·3	121·9	141·6	186·8	580	180		210	188	
August	137*	126*	125·7	+5·7	121·8	141·6	187·4	585	179		209	199	
September			125·8	+5·9	122·4*	141·7*	187·9	575	186		208	201	
October					122·5*	141·8*		551	195				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom trade in the third quarter

Provisional figures for United Kingdom Trade in September were issued on October 15; this article provides a more detailed analysis of trends. An article on prices and volume also appears on page 1326 of this Journal.

Summary

IN THE THIRD QUARTER, exports continued to rise strongly but the underlying trend of imports appeared to have levelled out after allowing for arrivals delayed from the second quarter. There was consequently a big improvement in the visible trade balance.

Both the value and volume of *exports* maintained the strong upward trend that has been apparent this year; their value at £530 million a month (seasonally adjusted) was 8¼ per cent higher than in the second quarter and 25 per cent above the average for the middle two quarters of last year. The greater part of this rise reflects an increase in volume of 14 per cent, a rate of growth much faster than any in recent years. The remainder represents higher sterling export prices which have risen by about 10 per cent. Growth has occurred in almost all markets, the exceptions being Latin America where exports have fallen back slightly in recent months, and the Soviet Union and Eastern Europe where they have remained steady.

The value of *imports* (excluding United States military aircraft) in the third quarter was £655 million a month (seasonally adjusted), compared with £634 million a month in the second quarter. This comparison between quarters is distorted, however, by the postponement into the third quarter of arrivals on account of the implementation of the Kennedy round tariff cuts on July 1, and the disturbances in France in June. Taking the four months June to September, imports eased back slightly to £643 million a month, a little less than the average of £650 million a month in the previous four months but 24 per cent higher than in the middle two quarters of last year. Some two-thirds of this increase was due to price rises following devaluation, while the remainder represents an increase in the volume of imports, largely reflecting the higher level of economic activity and in particular the rise in industrial production and the turn round in stockbuilding.

Visible trade balance

The deficit on visible trade in the third quarter averaged £46 million a month compared with £73 million a month in the second quarter. This comparison also is distorted by events in June and July and comparing the four months June to September with the previous four months, the change was to £47 million a month from £83 million a month, with most of the improvement due to increased exports.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings which for the first half of this year rose to an average of £21 million a month, partly reflecting the effects of devaluation.

Exports

Exports rose rapidly in the third quarter of 1968 to an average of £530 million a month, seasonally adjusted, 8¼ per cent higher than the level in the second quarter of the year and 25 per cent higher than the average in the second and third quarters of last year before devaluation. Most of the recent rise in the third quarter was in the volume of deliveries and higher exports by volume also accounted for three fifths of the total rise compared with the middle quarters of 1967.

The path of exports during the first half of this year was partly obscured by the diminishing effects of the carry-over from last year's dock strikes. It seems clear, however, that the underlying trend in exports through the year, and in particular in recent months, has been sharply upwards. Part of the rise in exports between the second and third quarters of 1968 was due to a recovery in exports of precious stones and of ships and aircraft,

Table 1A
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft, etc.	Re-exports f.o.b.	Visible trade balance†
1966	421	496		16	— 8
1967	419	537	533	15	— 45
1966 1st quarter	412	508		16	— 23
2nd quarter	397	492		16	— 33
3rd quarter	428	513		15	— 19
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 6
2nd quarter	428	530	525	15	— 37
3rd quarter	420	519	515	16	— 26
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	— 64
2nd quarter	489	642	634	17	— 73
3rd quarter	530	667	655	19	— 46*
April	488	650	645	18	— 85
May	483	660	648	15	— 85
June	493	615	608	16	— 50
July	510	672	665	19	— 81*
August	538	668	649	19	— 27*
September	544	662	651	17	— 29*
April-June	489	642	634	17	— 73
July-September	530	667	655	19	— 46*

*Estimated.
†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).

Table 1B
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
2nd quarter	503·0	645·6	17·0
3rd quarter	504·0	648·9	17·8
July	530·4	699·5	19·4
August	492·0	653·0	17·7
September	490·3	606·8	15·2

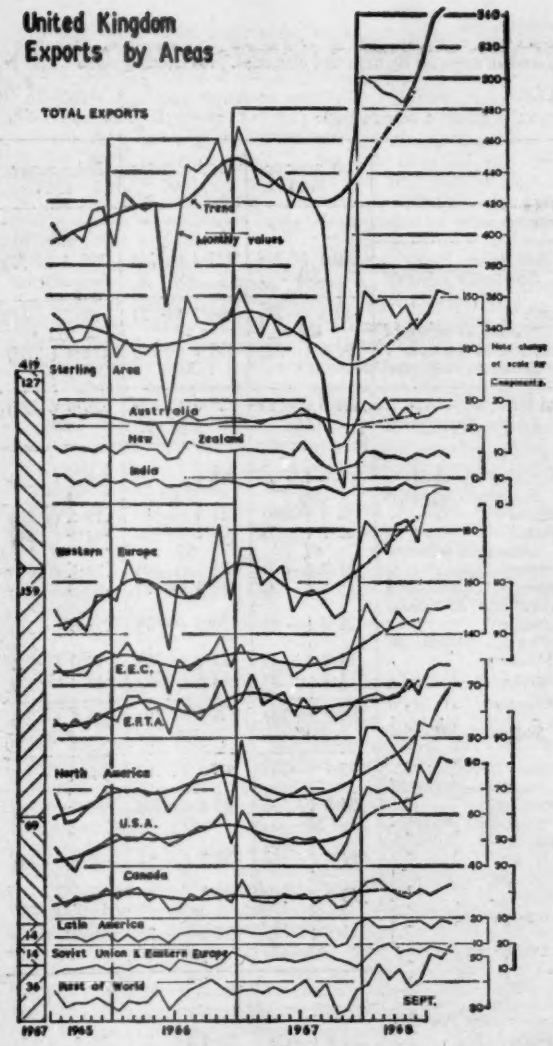


Table A. United Kingdom exports: areas (1)

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	1967			1968						
	Year	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	July	Aug.	Sept.	2nd qtr.	3rd qtr.
Sterling Area	127	130	97	150	142	143	152	150	142	148
Australia	21	24	15	29	24	24	27	28	24	26
New Zealand	8	9	4	9	8	8	10	8	8	8
India	7	7	5	6	7	7	7	6	7	6
South Africa Republic	21	20	18	22	22	26	22	20	22	23
Irish Republic	16	16	16	18	20	20	26	23	20	23
Western Europe	159	155	154	178	181	193	196	196	181	195
E.E.C.	80	78	81	96	95	100	100	101	95	101
E.F.T.A.	63	62	60	66	68	76	78	79	68	77
Other	16	15	14	16	18	17	18	17	18	17
North America	69	68	67	93	86	94	103	109	86	102
U.S.A. and Dependencies	51	49	51	70	69	72	82	80	69	78
Canada	18	18	16	23	19	19	21	23	19	21
Latin America	14	14	12	18	19	16	19	18	19	18
Soviet Union and Eastern Europe	14	15	13	19	18	19	18	17	18	18
Rest of World	36	38	31	42	42	51	49	54	42	52
Total	419	420	376	496	489	510	538	544	489	530

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

UK TRADE IN OCTOBER

The provisional figures for United Kingdom trade in October were published on Wednesday, November 13. *The monthly article on the October statistics will appear in next week's* Board of Trade Journal.

Table 1C

Changes in Value, Volume and Unit Values of Exports and Imports

Seasonally adjusted except Unit Values

	Exports f.o.b.			Imports, c.i.f. excluding United States mil. aircraft			
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	Terms of trade*
	monthly average			monthly average			
	£m.	1961 = 100		£m.	1961 = 100		1961 = 100
1967 1st qtr. .	451	129	114	525	132	108	105
2nd qtr..	428	122	114	525	133	107	106
3rd qtr..	420	121	115	515	127	108	106
October.	—	—	116	—	—	110	105
4th qtr. .	376	104	116	566	134	113	103
1968 1st qtr. .	496	135	121	641	144	120	101
2nd qtr..	489	130	123	634	141	121	102
3rd qtr..	530	139	125	654	144	122	103
	Percentage changes between the average of 2nd and 3rd quarters of 1967 and 3rd quarter, 1968						
	+25	+14	+10	+26	+11	+13	—3
	Percentage changes between October 1967 and 3rd quarter 1968						
	—	—	+8	—	—	+11	—2

*Export Unit Value Index as percentage of the Import Unit Value Index.

all erratic items, which had been low in the second quarter. In addition, exports to France were reduced in the second quarter by the disturbances there. A number of shipments to the United States, particularly of whisky, were probably brought forward into the third quarter in anticipation of the threatened dock strike there. All these factors tended to increase exports in the third quarter compared with those in the second, but they account for only part of the substantial rise between the two periods.

The volume of exports rose sharply by about 7 per cent between the second and third quarters of this year. This increase accounted for about half of the growth in the volume over the whole period since before devaluation. After a sharp rise in June the export unit value index has shown little further increase and for the third quarter as a whole it was about 2 per cent above the average level in the second quarter and about 8 per cent higher than in October of last year, the month immediately preceding devaluation. In terms of dollar prices this means that the prices of United Kingdom exports continue to be well below their levels before devaluation, which initially gave United Kingdom exports a price advantage of about 14 per cent compared with those of most other countries.

Some of the recent increase in the volume of exports will have been due to the continued growth in world trade. It is clear, however, that the effects of devaluation in improving Britain's competitive position are now beginning to have a substantial effect upon the volume of export deliveries.

The increase in exports in the third quarter was reflected in higher deliveries to all our major markets, with those to North America expanding particularly strongly, although this appears to have been partly due to the anticipation of a dock strike in the United States. Exports to the United States rose by 14 per cent between the second and third quarters of this year and in the third quarter were nearly 60 per cent above their level in the middle of last year before devaluation. This very strong increase reflects in part the increased economic activity and demand for imports in that country. Deliveries to the EFTA countries also increased very sharply in the third quarter after a period of little or no growth in the early months of the year. The growth in exports

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

to the EEC between the second and third quarters of this year was only small if account is taken of the distortions in deliveries to France. Exports to the EEC countries in the third quarter were nearly 28 per cent higher than in the second and third quarters of last year, but much of this growth occurred earlier in the year.

Exports to the sterling area declined during the first half of this year as the effects of the carry-over from the dock strikes diminished, but there were signs of recovery in the third quarter when exports were 4 per cent above their level in the previous three

Table 2
United Kingdom exports: By areas and countries. Sterling Area
£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Sterling Area:			
Commonwealth Europe	10·7 (+25)	10·4 (+19)	10·5 (+17)
Cyprus	5·0 (+29)	4·7 (+19)	4·7 (+ 8)
Other Western Hemisphere	24·8 (+ 7)	24·5 (+ 9)	22·7 (+ 9)
Jamaica	6·8 (+12)	6·8 (+ 7)	6·8 (+21)
Trinidad	6·0 (+ 8)	5·7 (+21)	5·2 (+ 3)
Australasia & Pacific	120·1 (+22)	99·8 (— 2)	107·0 (+ 5)
Australia	89·4 (+36)	72·9 (+ 4)	79·5 (+10)
Seasonally adjusted	*88*	*73*	*79*
New Zealand	28·2 (— 8)	24·6 (—16)	25·1 (— 8)
Seasonally adjusted	*28*	*25*	*25*
Commonwealth Asia	79·9 (— 6)	77·7 (— 0)	71·6 (+ 2)
India	18·0 (—25)	21·2 (— 8)	17·2 (—14)
Seasonally adjusted	*18*	*20*	*19*
Pakistan	11·8 (—27)	11·1 (—14)	9·0 (—16)
Ceylon	5·5 (+ 3)	4·2 (—16)	6·7 (+35)
Malaysia	13·2 (+17)	12·7 (+11)	10·7 (— 6)
Singapore	11·4 (+18)	9·7 (+ 8)	9·3 (+ 3)
Hong Kong	19·3 (+ 4)	18·1 (+14)	18·2 (+32)
Commonwealth West Africa	26·8 (— 9)	24·4 (—12)	24·3 (+ 8)
Sierra Leone	2·0 (— 6)	2·5 (+13)	2·7 (+50)
Ghana	9·3 (+ 6)	7·6 (— 4)	7·7 (+ 8)
Nigeria	14·2 (—19)	13·7 (—19)	13·2 (+ 1)
Other Commonwealth Africa	34·7 (+ 4)	31·9 (+ 2)	28·7 (+12)
Zambia	9·7 (+36)	9·9 (+43)	7·9 (+16)
Malawi	1·8 (+25)	1·9 (— 6)	2·0 (+33)
Tanzania	5·1 (+19)	4·7 (+27)	4·5 (+27)
Kenya	13·6 (—14)	11·2 (—23)	10·5 (+ 4)
Mauritius	1·7 (+ 3)	1·5 (+ 2)	1·3 (+ 4)
Commonwealth Middle East	10·7 (+69)	7·4 (+ 8)	8·1 (+47)
Bahrain	3·3 (+60)	2·6 (+11)	2·1 (+ 5)
Non-Commonwealth Middle East	20·6 (— 4)	22·4 (+13)	18·0 (+50)
Libya	8·1 (+17)	9·5 (+29)	8·1 (+143)
Jordan	2·1 (—16)	2·6 (+28)	1·4 (+ 4)
Southern Yemen	2·5 (—25)	2·2 (—21)	1·8 (+12)
Kuwait	7·2 (— 8)	7·4 (+ 4)	6·1 (+15)
Other Sterling Area	124·1 (+ 2)	127·5 (+ 5)	134·3 (+29)
Irish Republic	55·1 (+20)	61·7 (+27)	66·9 (+53)
Seasonally adjusted	*55*	*59*	*69*
Iceland	1·3 (—16)	1·8 (—11)	1·9 (+12)
Republic of South Africa	67·3 (— 9)	63·7 (—10)	65·4 (+11)
Seasonally adjusted	*65*	*65*	*68*
South West Africa	0·5 (—29)	0·4 (—66)	0·1 (—59)
Total Sterling Area	452·4 (+ 6)	426·1 (+ 2)	425·1 (+14)
Seasonally adjusted	*449*	*427*	*445*

Table 2—*continued*

United Kingdom exports: By area and countries. Non-Sterling Area
£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Non-Sterling Area:			
North America	260·1 (+30)	273·4 (+28)	298·3 (+53)
Seasonally adjusted	*278*	*257*	*306*
Canada	61·3 (+25)	64·3 (+ 5)	59·7 (+17)
Seasonally adjusted	*69*	*58*	*62*
United States & Deps.	198·8 (+32)	209·1 (+37)	238·7 (+65)
Seasonally adjusted	*211*	*207*	*235*
Western Europe	548·5 (+ 8)	568·6 (+13)	539·9 (+26)
Seasonally adjusted	*534*	*544*	*585*
EFTA (including Finland)	203·0 (— 2)	215·1 (+ 7)	210·3 (+26)
Seasonally adjusted	*198*	*205*	*232*
Finland	16·9 (—16)	21·9 (+ 9)	19·5 (+26)
Sweden	62·7 (+ 7)	63·1 (+12)	61·3 (+24)
Seasonally adjusted	*61*	*60*	*68*
Norway	31·2 (— 6)	31·3 (—10)	28·1 (+13)
Denmark & Greenland	38·5 (— 3)	39·9 (+ 3)	40·6 (+31)
Switzerland & Leichtenstein	28·0 (— 6)	30·5 (+ 8)	33·6 (+24)
Portugal, Azores & Madeira	14·0 (+ 1)	15·6 (+29)	14·0 (+32)
Austria	11·8 (+ 8)	12·8 (+26)	13·2 (+55)
EEC	294·9 (+18)	296·9 (+19)	281·5 (+29)
Seasonally adjusted	*288*	*286*	*302*
Western Germany	77·7 (+34)	82·5 (+34)	76·1 (+33)
Seasonally adjusted	*76*	*80*	*79*
Netherlands	56·8 (+11)	60·8 (+23)	56·7 (+36)
Seasonally adjusted	*55*	*59*	*61*
Belgium & Luxembourg	59·0 (+16)	58·7 (+31)	59·5 (+38)
Seasonally adjusted	*56*	*57*	*63*
France	58·2 (+11)	57·3 (+ 0)	53·2 (+23)
Seasonally adjusted	*56*	*52*	*61*
Italy	43·1 (+18)	37·6 (+ 2)	36·0 (+10)
Seasonally adjusted	*42*	*36*	*39*
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	26·9 (—12)	28·9 (+ 1)	25·3 (+12)
Other	23·8 (— 1)	27·6 (+19)	22·7 (+ 9)
Soviet Union and Eastern Europe	54·3 (+31)	56·1 (+29)	51·4 (+20)
Seasonally adjusted	*53*	*53*	*54*
Soviet Union	27·0 (+118)	27·4 (+79)	19·9 (+ 1)
Other	27·3 (— 7)	28·7 (+ 2)	31·4 (+36)
Latin America	55·9 (+28)	55·0 (+29)	49·5 (+20)
Seasonally adjusted	*54*	*56*	*53*
Venezeula	7·2 (+38)	9·0 (+57)	6·7 (+30)
Argentine Republic	7·0 (+ 6)	8·0 (+58)	7·2 (+53)
Other	41·7 (+32)	37·9 (+20)	35·6 (+13)
Other Non-Sterling	132·4 (+18)	129·9 (+10)	147·9 (+41)
Seasonally adjusted	*127*	*125*	*155*
Middle East	62·8 (+22)	58·8 (+24)	70·3 (+76)
Israel	22·6 (+49)	18·6 (+64)	21·5 (+81)
Africa	12·0 (+46)	14·2 (+34)	16·3(+128)
Asia	47·9 (+ 6)	47·1 (— 9)	52·8 (+ 4)
Burma	1·3 (—23)	1·9 (+ 8)	2·4 (+60)
Japan	23·1 (+29)	22·7 (— 1)	22·4 (— 2)
Seasonally adjusted	*24*	*22*	*22*
Extra European Possessions of European Countries	9·7 (+33)	9·8 (+22)	8·5 (+20)
Total Non-Sterling Area	1,051·1 (+16)	1,082·9 (+18)	1,087·0 (+34)
Seasonally adjusted	*1,047*	*1,035*	*1,152*

months. There have been some increases recently in exports to the four main developed countries of the area, with a particularly strong rise in exports to the Irish Republic.

Exports to Latin America and to the Soviet Union and Eastern Europe grew strongly at the beginning of this year and even though they have shown little growth since, their average levels in the third quarter were 21 per cent and 24 per cent higher respectively than in the middle of last year. There has been very strong growth in exports in recent months to the rest of the world group of countries, only in part due to increased deliveries of ships and aircraft.

The recent marked growth in exports has been spread over a wide range of commodities. There have been particularly sharp increases in exports of beverages, partly reflecting accelerated deliveries of whisky to the United States, and in exports of fuels and of 'other manufactures'. This latter class includes diamonds, which were erratically low in the second quarter, and also clothing and footwear and scientific instruments which have grown strongly throughout this year. Shipments of road motor vehicles have recovered strongly from their decline in 1967; in the third quarter they were 12 per cent higher than in the previous three months. Machinery exports have shown more modest growth recently from the high levels reached at the beginning of 1968 and in the third quarter were 5 per cent higher than in the previous quarter (perhaps a third of this increase reflects higher deliveries of aircraft engines).

Exports of manufactured goods in total increased by about 9 per cent in value and 7 per cent in volume between the second and third quarters.

Imports

After rising very rapidly following devaluation, imports in recent months have remained at about the level reached earlier this year. Imports of food, beverages and tobacco have fallen back from their high levels in the early months of 1968 but other classes of imports have levelled out or risen a little.

In the third quarter, imports averaged £655 million a month (seasonally adjusted, excluding United States military aircraft) compared with £634 million in the second quarter. However, these figures do not give a true picture of recent trends since some imports were delayed from the second quarter by the disturbances in France in June and by the reduction in tariff rates. A less distorted comparison is between the rate of imports in the four months June to September, which averaged £643 million a month and the average of £650 million a month in the previous four months or £641 million a month in the first quarter of this year. Import prices have tended to rise a little after the sharp rise that followed devaluation and the volume of imports this year has eased back a little in the most recent months.

The value of imports in the last four months was on average 24 per cent higher than in the middle two quarters of 1967 when they averaged £520 million a month. Price increases have accounted for nearly two-thirds of this rise, the greater part of which was attributable to devaluation. Price changes due to market influences have also played some part and both copper and silver prices increased sharply, though with some easing back recently.

Imports of food, beverages and tobacco have shown a steady decline from the high levels recorded in the first quarter, and in the third quarter they were at about the same level as in the middle of last year. The unit value index rose after devaluation to a level about 8 per cent above the levels recorded in the third quarter of 1967, but has remained steady this year so that there has been a marked decline of 7 per cent in the volume of this group of imports since the first quarter. For food, the fall since the first quarter was nearly 7 per cent both by value and volume, while for the much smaller group of beverages and tobacco, the value for the third quarter was 30 per cent lower, with similar rates of decrease for both commodities. The fall in imports of beverages reflected in part the high level of imports in the period preceding the Budget, while the decreases in imports of food and tobacco were from high levels in the first quarter, which appeared to owe something to arrivals delayed by the dock strike towards the end of last year.

For fuels, imports in the third quarter were at about the same level as in the second quarter and 8 per cent higher than in the first quarter. This increase was due in part to a return to a more normal level of stocks which had been reduced following the Arab-Israeli war last year, but also appeared to reflect some diversion to this country in June and July of oil cargoes intended for France. There are, however, signs of an easing back in fuel imports in the most recent months. Fuel prices this year have reflected the interaction of two opposing price trends. On the one hand devaluation tended to raise prices at the turn of the year, but against this oil freight costs have fluctuated and tended to ease back from the high levels existing after the closure of the Suez canal. This easing is reflected in the unit value index which has fallen back a little in recent months. The volume of imports has also declined a little during the third quarter.

Imports of basic materials have been rising steadily by value this year, but the increase between the second quarter and the third quarter was a little less than 2 per cent as against a 7 per cent rise between the first and second quarters. Of these increases, price accounted for almost all of the more recent, and about half of the previous, increase; the volume of imports, after rising in the early months of the year, levelled out in the second and third quarter. Most materials in this group showed similar trends. The increase in the volume of these imports was related to rising industrial activity and a turn round in stockbuilding after the fall in stocks in the first quarter.

Imports of semi-manufactures, which rose sharply at the turn of the year, have also continued to increase in recent months with the rising level of economic activity. Part of the increase can be attributed, however, to high speculative imports of silver; an increased trade in precious stones, reflecting increased activity in the United Kingdom market; sharply increased imports of tyres to meet the unexpected demand resulting from the introduction of safety regulations; and of steel pipe for distribution of North Sea gas. There has also been a continued rise in imports of chemicals.

Prices of semi-manufactures have declined a little in recent months, the fall in copper prices being responsible for some part of this, but silver prices also fell a little in the third quarter. With prices easing, the increase in volume of imported semi-manufactures was 2 per cent in the four months June to September compared with the average in February to May. By value the increase was only 1 per cent.

Imports of finished manufactures, excluding United States military aircraft, appear to have been rising slowly in recent months, after the fall from the high level of the first quarter. In the third quarter, they averaged £128 million a month compared with £116 million a month in the second quarter. Much of this rise, however, was associated with imports delayed to take advantage of the Kennedy Round tariff cuts, and in the four months June to September they were only one per cent higher than in the four months February to May. The increase was mainly in machinery, although recent arrivals of aircraft, which tend to be erratic, have also contributed. Over the same two periods of four months, imports of consumer goods were practically unchanged.

In the area pattern of trade, imports from the main regions have shown little further growth since the first quarter, but there has been some increase in imports from the 'rest of the world'. Imports from the sterling area have continued at the level to which they increased soon after devaluation and arrivals from North America have also continued on a more or less level trend this year, although a decline in imports from Canada was offset by an increase in imports from the United States.

Imports from Western Europe were markedly affected by the delays to imports due to the French disturbances and the Kennedy Round tariff cuts. Imports in June were very sharply depressed and those in July were inflated by arrivals delayed to arrive after the new lower duties were in effect. Between the second and third quarters, these imports increased by 4 per cent, but if allowance is made for the delayed arrivals from the second quarter, the recent trend appears to have been about level. Imports from the EEC countries were a little lower but those from EFTA countries continued to rise. Imports from the Soviet Union and Eastern Europe have risen very slightly, and arrivals from the 'rest of the world', after falling sharply after the turn of the year as a result of the return to normal sources of oil, have continued the upward movement recorded in the second quarter; this recent growth was also partly associated with the higher trend in oil imports.

AREA PATTERN OF EXPORTS

North America

Exports to North America increased strongly in the third quarter. The faster growth was in deliveries to the United States, although

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

there was also an increase of 8 per cent in exports to Canada. With rapid growth in economic activity during 1968 in the United States, there has been a large increase in the demand for imports from all sources.

United Kingdom exports have responded to this demand and have shown very strong growth since the autumn of last year. The course of exports to the market in that period has been erratic, the effects of the dock strike exaggerated the apparent growth in the first quarter of 1968 and, together with lower deliveries of erratic items (diamonds and aircraft engines), led to a small fall between the first and second quarters. The increase of £9 million a month, or 14 per cent, between the second and third quarters was also in part a result of some speeding up of shipments against the threat of a dock strike in the United States, although it is difficult to judge the importance of this factor. In the third quarter, exports to the United States were about 60 per cent higher in value than in the middle of last year before devaluation; most of this rise was in the volume of trade. All the major categories of exports contributed to this very strong growth. In recent quarters, deliveries of whisky have risen fast and in the third quarter of this year at £11 million a month were more than double the level in the corresponding quarter of 1967, although this owes something to anticipatory buying. Fears of a steel strike in the United States and a copper strike earlier this year led to unusually high imports of these commodities. United Kingdom exports of iron and steel to the area were high in the second and third quarters of this year – in the third quarter nearly £3 million a month higher than in the third quarter of last year. There were similar rises in the first and second quarters of exports of non-ferrous metals. The United States is one of the two major markets (the other being Belgium) for the export trade in diamonds. This has been running at higher levels (even in terms of dollar values) in 1968 than during 1967; the monthly figures are erratic, however, and were low in the second quarter of this year. Exports of road motor vehicles declined during 1967 but have increased strongly in recent months.

There have been substantial exports of aircraft engines to the United States during 1968; some of them are for incorporation in military aircraft to be purchased by the United Kingdom. Exports to Canada have increased less sharply, they rose by 8 per cent between the second and third quarters to a level 17 per cent in value above the rate in the middle two quarters of last year. The high figure recorded for the first quarter, which has not subsequently been reached, was in part due to a delivery of a ship valued at about £4 million.

Western Europe

Exports to Western Europe increased by 7 per cent between the second and third quarters of this year after increasing by 2 per cent between the first and second quarters. The first quarter total probably contained goods delayed from 1967 by the dock strikes, and the second quarter total was depressed by the effects of the French troubles on exports in June. Allowing for these two factors, it seems likely that the growth of exports to the area has been at a fairly uniform rate during 1968. Exports to Western Europe in the third quarter were 24 per cent in value above their level before devaluation; more than half of this increase was probably in the volume of exports.

Late in 1967 United Kingdom exports to the Common Market countries rose rapidly as economic activity in the area showed renewed growth. The increase in exports during 1968 has been slower with little change between the first and second quarters but an increase of £5 million a month or 5 per cent between the second and third quarters. The sharp fall of about £7 million, in exports to France in June as a consequence of the troubles there and its subsequent partial making good probably accounted for about a half of the increase in exports to the EEC countries in the third quarter. Exports to the remaining EEC countries rose by under 3 per cent. In the third quarter exports to the area were 28 per cent higher than in the middle of last year before devaluation.

There has been particularly fast growth in exports to Western Germany, only in part due to substantial deliveries of ships in the first two quarters of this year. There were no such deliveries in the third quarter but the level of total exports was broadly maintained. Growth has also been strong since devaluation in exports to the Netherlands and to Belgium; exports of diamonds are particularly important in our trade with Belgium and in the first nine months of this year they formed about two-fifths of our total exports to that country. The level of total Italian imports fell in the first half of 1968 and our exports to Italy were in the third quarter only 9 per cent in value above their level in the middle of last year and were probably little changed in volume.

On July 1 the EEC countries finally adopted the Common External Tariff and at the same time made a number of cuts in it as a result of the Kennedy Round. Tariff cuts such as these sometimes have distorting effect on the monthly trade series as goods are delayed to gain the benefit of reduced tariffs; there seems no evidence that this significantly affected the recorded level of United Kingdom exports to the Common Market countries.

The level of imports from all sources into Continental EFTA countries was flat during 1967 but there has been renewed growth in 1968. United Kingdom exports to the group of countries showed only modest increases early this year but have increased sharply in recent months. In the third quarter they were 13 per cent higher than in the previous three months. A higher level of fuel exports to the EFTA countries contributed to the increase. Deliveries of ships, which are often erratic, have averaged about £1 million a month in each quarter of this year; this compares with an average of £2 million a month for 1967. Exports to Sweden, the largest market for the United Kingdom among the EFTA countries, increased sharply (by 14 per cent) between the second and third quarters. The strongest growth in the period since before devaluation has, however, been in exports to the smaller markets of Portugal and Austria. In the third quarter exports to these markets were respectively 32 and 55 per cent higher than in the same period last year. Substantially higher exports of cars have contributed to the increase in exports to Austria. With rather smaller deliveries of ships during this year, exports to Norway have been lower in the first three quarters than in the same period of last year.

During 1967 there was a decline in the demand for imports in Spain, the major United Kingdom market among the remaining countries of Western Europe. This was reflected in a decline in United Kingdom exports to these countries as a group. There has since been a modest recovery in the value of exports, but the volume in the third quarter was probably slightly below that in the middle of last year before devaluation. In the first nine months of this year exports to Spain (including the Canary Islands) were little changed in value from the same period last year, while there was some increase in exports to Greece, Turkey and Yugoslavia.

Overseas sterling area

The trend of exports to the overseas sterling area over the last year has been obscured by the effects of the dock strikes of last autumn and the subsequent making good of exports which took place in the early months of this year. Exports to the sterling area were affected more than those to other areas since a large proportion normally leaves from those ports which were affected by the strikes. Exports to the area declined during last year and, allowing for the effects of the dock strikes, there was no strong evidence of a recovery in the early part of 1968. It seems clear, however, that there was renewed growth in the third quarter. Exports to the area were 4 per cent higher on a seasonally adjusted basis than in the second quarter, which was perhaps still slightly inflated by the recovery from the dock strikes, and 11 per cent higher in value than in the middle of last year before devaluation.

Much of the rise in the value of exports to the sterling area in the third quarter was in deliveries to the four main developed countries, with those to the Irish Republic rising very strongly. Exports to that country, after showing little growth from the middle of 1966 to the end of 1967, rose in the first two quarters of this year and particularly sharply between the second and third quarters, to a level about 50 per cent higher than in the period before devaluation last year. Part of this increase is due to a substantial rise in exports of previous stones to the Republic but there has also been a general increase in exports of other goods, with machinery and metals among the commodities showing the greatest increase.

It is difficult to judge the trend of exports to both Australia and New Zealand in the early part of this year, since they were particularly severely affected by the dock strikes, and the monthly series have also been unusually erratic. It seems likely that there has been fairly strong growth in exports to Australia recently, with exports in the third quarter 8 per cent above the level in in the previous three months and 10 per cent above the level in the two quarters before devaluation last year. In that period, however, there was a substantial export of a ship to Australia and the comparison may understate the growth since last year. Exports to New Zealand declined during last year, reflecting that country's

economic difficulties, and have shown no signs of recovery during 1968. In the third quarter exports to New Zealand (apart from deliveries of ships) were little changed from their level in the middle of last year in terms of value, and substantially lower in terms of volume. South African demand for imports from all sources in 1968 has been below its level in 1967. United Kingdom exports to South Africa declined during 1967 and although they may now be showing some modest growth (again the monthly series is erratic and short-term movements are difficult to assess), the third quarter level remained below the levels achieved early in 1967.

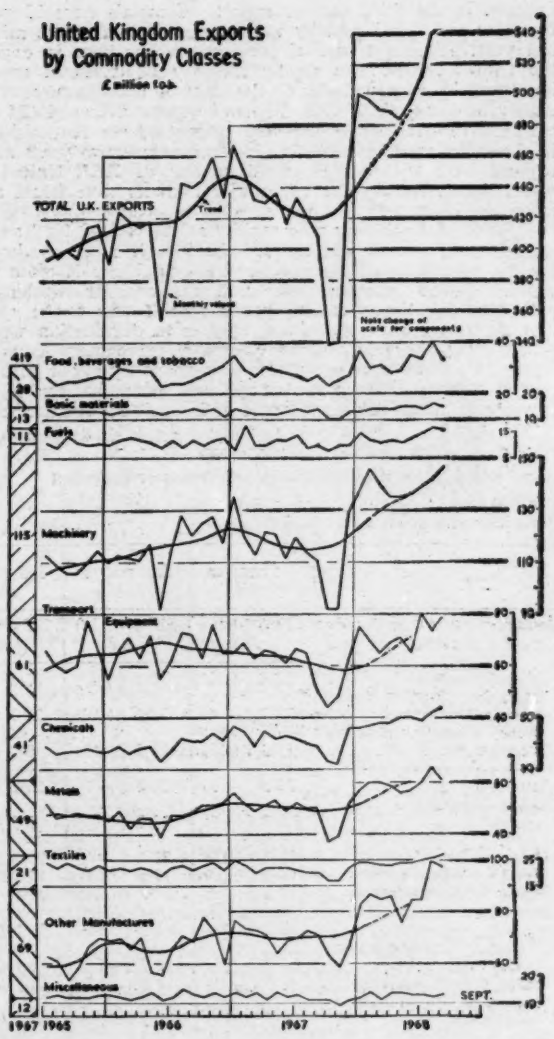
Exports to the developing countries of the sterling area showed little growth in the third quarter and remained well below their level in the first quarter, when they contained some carry-over from the dock strikes. In the third quarter exports to the area were 10 per cent higher by value than in the middle of last year, but probably little changed in volume. The decline in exports to India apparent in recent years continued in 1968, with no sign of a recovery. Exports to Pakistan have also fallen below their level in 1967. Exports to Malaysia and Hong Kong, after declining during 1967 are now running at about the levels, in value terms, achieved early in 1967. There has been a fairly strong recovery in deliveries to the Middle East countries of the sterling area which fell sharply in the third quarter of 1967 as a consequence of the Middle East war.

Among African countries exports to Nigeria have fallen from their level in the first half of last year. Deliveries to Zambia, however, have shown strong growth. Exports to the West Indian and particularly the European sterling area countries (Cyprus, Gibraltar and Malta) were higher in 1968 than in the corresponding period of the previous year.

Rest of the world

Exports to both Latin America and to the Soviet Union and Eastern Europe increased rapidly at the end of last year and have maintained these higher levels during 1968. In the first nine months of 1968 exports to Brazil at about £3¼ million a month were more than double their level in the corresponding period of 1967, only part of this rise reflects increased deliveries of aircraft. Comparing the same periods exports to the Argentine Republic were more than a third higher. Exports to Latin America in the third quarter were 21 per cent higher than in the middle of last year, while shipments to the Soviet Union and Eastern Europe were 24 per cent higher. Substantial deliveries of machinery, especially in the early part of this year, contributed especially to the rise of exports to this area.

After some years of fast growth, exports to Japan levelled off in the middle of 1967 and have shown no growth since. Exports to the remaining countries of the world have grown very strongly in recent months; deliveries of ships to Liberia and aircraft to Saudi Arabia account for some of the increase but there have also been strong rises to Israel (an important market for diamonds) and to Iran. Exports to China after falling sharply at the end of 1967, recovered fairly strongly in the third quarter.



COMMODITY PATTERN OF EXPORTS

Manufactured goods

Exports of manufactured goods rose sharply by 9 per cent in value and 7 per cent in volume in the third quarter and were 26 per cent in value and 15 per cent in volume above their level in the second and third quarters of last year before devaluation.

There has been strong growth in exports of chemicals which increased by 6 per cent in value in the third quarter; this increase follows strong rises in the first and second quarters. Apart from fertilizers, which have averaged little more than £¼ million a month, all classes of chemicals have increased strongly. Exports of manufactured goods classified chiefly by material have increased rapidly since the middle if last year, apart from the period distorted by the dock strikes. In the third quarter they increased a further 12 per cent in value and were about a third higher than in the middle of last year.

Textile exports, which had shown no growth in the previous three years, have increased during 1968. In the third quarter they were 8 per cent in value higher than in the second quarter, and 22 per cent by value and 19 per cent by volume higher than in the middle of last year. Exports of man-made fibre yarns and fabrics and miscellaneous textile manufactures have expanded particularly rapidly. Exports of metals rose sharply in value at the end of 1967 and have grown strongly throughout 1968, with particularly large increases in the value of non-ferrous metal

Table B. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	1967			1968						
	Year	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	July	Aug.	Sept.	2nd qtr.	3rd qtr.
Food, beverages and tobacco	28	26	25	32	31	34	40	33	31	35
Basic materials	13	14	11	14	15	14	16	15	15	15
Fuels	11	11	9	13	12	15	17	16	12	16
Manufactures	356	360	319	428	418	440	459	465	418	455
Non-electric machinery	86	86	79	106	102	102	107	112	102	107
Electric machinery	29	29	25	35	34	36	34	34	34	35
Road motor vehicles	44	42	34	50	54	60	61	61	54	61
Other transport equipment	17	19	18	21	15	21	14	17	15	17
Chemicals	41	41	37	47	49	49	52	54	49	52
Metals and misc. metal mfrs	49	51	43	59	58	60	66	61	58	62
Textiles	21	20	19	23	24	25	26	27	24	26
Other	69	72	63	85	82	85	100	97	82	94
Clothing and footwear	7	8	7	8	8	8	10	10	8	9
Instruments	10	11	9	11	12	13	12	13	12	13
Miscellaneous	12	12	11	12	14	13	12	13	14	13
Total	419	420	376	496	489	510	538	544	489	530

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

exports. In the third quarter exports of metals were 23 per cent by value and 7 per cent by volume higher than in the middle of last year. The main part of the increase has been in exports to the United States. The erratic category of diamond exports is important in the remainder of the class of manufactures classified chiefly by material. In 1968 diamond exports averaged £24 million a month (not seasonally adjusted) almost 40 per cent higher than in the same period of 1968. As in the previous two years diamond exports were low in the second quarter of 1968. United States and Belgium remain the two major markets with Israel also of importance.

Exports of machinery rose rapidly at the end of 1967 and have shown some growth during 1968, although more modest than for the remainder of manufactured goods. There is often a substantial period between order and delivery for machinery, in particular for heavy capital goods and it was to be expected that the response of machinery exports to devaluation would be slower than for many other categories. Machinery exports increased by 5 per cent in value and perhaps by about 1 to 2 per cent in volume between the second and third quarters; if erratic movements in the delivery pattern of aircraft engines are removed from the comparison, there was little change in the volume of the remainder of the machinery category between the two quarters. Deliveries of aircraft engines in 1968, although a little erratic, have been running at almost twice their level in the same period of 1967; with much of the growth in deliveries to the United States. The rapid rise at the end of 1967 was in exports of both electric and non-electric machinery. Quarterly movements in exports of transport equipment tend to be dominated by the erratic ships and aircraft category. Deliveries of ships in the first nine months of this year were at about the same value as in the same period of last year; deliveries of aircraft are about £1½ million a month higher on average. The erratic delivery pattern contributed about £2½ million a month to the increase between the second and third quarters of this year, with exports of aircraft increasing sharply. Exports of road motor vehicles, which had declined during 1967, recovered in the early months of this year and grew strongly, by 12 per cent in value, in the third quarter. The growth since last year has been almost entirely in exports of cars, exports of commercial vehicles have shown little increase.

Exports of the remaining category of miscellaneous manufactured articles have grown strongly during 1968. Deliveries of both clothing and footwear and professional and scientific instruments increased sharply in the third quarter.

Table 3
United Kingdom exports: Machinery and transport equipment
£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Machinery other than electric	323·6 (+18)	320·4 (+14)	295·4 (+25)
Seasonally adjusted	*318*	*307*	*322*
Aircraft engines	37·6 (+124)	30·6 (+43)	35·8 (+94)
Internal combustion engines other than aircraft	28·7 (— 6)	32·6 (+10)	27·7 (+21)
Other power generating equipment	13·5 (+52)	11·9 (+19)	9·0 (—11)
Tractors	25·3 (— 3)	28·4 (+ 7)	26·2 (+25)
Other agricultural machinery	8·3 (+ 5)	10·0 (+14)	7·5 (+31)
Office machines	22·7 (+16)	22·1 (— 4)	21·7 (+32)
Metal working machinery	16·8 (+16)	17·4 (+11)	16·8 (+28)
Textile leather machinery	31·6 (+28)	29·7 (+28)	27·0 (+16)
Machines for special industries	38·7 (+20)	41·3 (+19)	35·1 (+24)
Heating and cooling equipment	16·2 (+16)	14·7 (+14)	12·7 (+ 6)
Pumps, centrifuges, etc.	14·0 (— 3)	14·8 (+10)	13·9 (+21)
Mechanical handling equipment	12·2 (—10)	12·3 (+10)	10·7 (+ 5)
Other machinery	57·9 (+12)	54·5 (+10)	51·5 (+16)
Electrical machinery	107·4 (+14)	103·9 (+13)	96·4 (+23)
Seasonally adjusted	*106*	*101*	*104*
Electric power machinery	16·6 (+13)	15·5 (+ 0)	14·0 (+ 6)
Switchgear	10·5 (+ 4)	9·2 (— 6)	8·2 (+11)
Electric distribution equipment	10·9 (+16)	15·0 (+77)	10·0 (+54)
Television, radios	1·6 (—16)	2·0 (+33)	1·6 (+18)
Other telecommunications equipment	27·3 (+30)	22·9 (+ 9)	23·5 (+25)
Domestic electric equipment	8·0 (+10)	8·6 (+23)	8·7 (+38)
Other electrical machinery	32·5 (+ 9)	30·7 (+ 7)	30·4 (+20)
Transport equipment	220·6 (+ 9)	220·9 (+ 8)	214·2 (+28)
Road motor vehicles	156·8 (+ 0)	173·6 (+14)	163·1 (+44)
Seasonally adjusted	*151*	*162*	*182*
Cars and chassis	59·8 (— 7)	80·7 (+24)	73·8 (+64)
Commercial vehicles and chassis	30·0 (—16)	32·9 (— 3)	28·5 (+15)
Aircraft and parts	32·9 (+22)	20·8 (—24)	33·0 (+60)
Ships and boats	20·6 (+118)	16·8 (+35)	10·4 (—58)
Machinery and transport equipment	651·7 (+14)	645·2 (+12)	606·0 (+26)
Seasonally adjusted	*636*	*614*	*659*

Table 4
United Kingdom exports: Other manufactures
£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Chemicals	143·5 (+11)	153·8 (+13)	149·2 (+28)
Seasonally adjusted	*141*	*147*	*155*
Chemical elements and compounds	35·4 (+16)	38·8 (+25)	37·6 (+34)
Dyeing, tanning and colouring materials	16·6 (+11)	16·5 (+ 9)	18·0 (+30)
Medicinal and pharmaceutical products	23·7 (+15)	25·1 (+18)	22·3 (+25)
Essential oils, toilet, polishing and cleansing preparations	12·1 (+ 9)	13·0 (+15)	13·4 (+24)
Fertilizers	2·2 (—24)	1·4 (—41)	1·5 (—30)
Plastic materials	25·3 (+ 6)	29·1 (+ 8)	27·1 (+20)
Manufactured goods classified chiefly by material	382·2 (+13)	380·9 (+16)	395·9 (+31)
Seasonally adjusted	*385*	*372*	*417*
Leather, leather manufactures, etc.	9·1 (+16)	10·7 (+32)	10·0 (+43)
Rubber manufactures	15·9 (+22)	15·8 (+ 8)	14·0 (+ 6)
Wood and cork manufactures, etc.	1·5 (+13)	1·6 (+13)	1·7 (+26)
Paper	15·9 (+13)	16·3 (+19)	16·2 (+20)
Textile manufactures	70·8 (+ 4)	72·0 (+ 9)	74·2 (+29)
Seasonally adjusted	*70*	*71*	*77*
Wool yarns and woven fabrics	19·9 (— 2)	21·0 (+ 0)	22·6 (+20)
Cotton yarns and woven fabrics	9·7 (+ 2)	9·6 (+ 7)	8·9 (+17)
Man-made fibre yarns and woven fabrics	17·7 (+ 9)	16·6 (+10)	17·5 (+41)
Miscellaneous textile manufactures	23·5 (+ 7)	24·8 (+18)	25·2 (+34)
Non-metallic mineral manufactures, n.e.s.	93·6 (+13)	82·4 (+28)	106·4 (+55)
Pottery and glass	12·2 (— 1)	13·0 (+ 7)	13·6 (+25)
Pearls, diamonds and precious stones	71·2 (+17)	58·7 (+38)	82·4 (+67)
Iron and steel	62·0 (+ 5)	69·1 (+10)	64·2 (+14)
Non-ferrous metals	69·2 (+36)	67·4 (+19)	63·9 (+32)
Miscellaneous metal manufactures	44·1 (+ 4)	45·5 (+12)	45·5 (+27)
Miscellaneous manufactured articles	118·1 (+20)	121·2 (+16)	136·1 (+25)
Seasonally adjusted	*122*	*121*	*134*
Clothing and footwear	21·6 (+21)	21·2 (+27)	31·4 (+19)
Seasonally adjusted	*23*	*24*	*27*
Scientific instruments	35·0 (+12)	37·1 (+12)	35·9 (+22)
Seasonally adjusted	*34*	*35*	*38*
Printed matter	16·3 (+25)	16·1 (+ 9)	18·0 (+20)

Table 5
Other exports

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Food and live animals	42·2 (—11)	39·8 (— 6)	39·0 (+ 3)
Seasonally adjusted	*43*	*42*	*41*
Live animals	2·6 (—49)	3·3 (—58)	4·8 (—24)
Cereals and cereal preparations	13·6 (—13)	10·9 (+15)	7·8 (+ 6)
Sugar and sugar preparations	5·8 (+ 6)	6·3 (— 1)	6·2 (— 2)
Beverages and tobacco	46·6 (+38)	49·7 (+18)	64·0 (+65)
Seasonally adjusted	*54*	*50*	*63*
Whisky	35·2 (+44)	37·0 (+18)	50·6 (+80)
Tobacco and tobacco manufactures	7·2 (+32)	7·6 (+20)	7·8 (+23)
Crude materials and animal and vegetable oils and fats	43·3 (+ 9)	46·2 (+15)	41·8 (+12)
Seasonally adjusted	*41*	*44*	*45*
Wool tops	5·7 (—16)	6·4 (+ 7)	6·2 (+21)
Other textile fibres	14·4 (— 2)	16·6 (+14)	15·2 (+23)
Mineral fuels, lubricants and related materials	40·5 (+10)	34·5 (+ 3)	45·2 (+56)
Seasonally adjusted	*38*	*35*	*47*
Coal, coke and briquettes	4·1 (+ 5)	3·8 (+20)	4·2 (+37)
Petroleum products	32·9 (+11)	26·6 (— 5)	38·5 (+62)

Other goods

Exports of non-manufactured goods in total increased strongly by about £8 million a month between the second and third quarters. This increase, which continued the recovery from the decline during 1967, was accounted for by rises in exports of beverages and fuels. Exports of food and live animals have shown little change in 1968 and have been below, even in value terms, their level early in 1967. A sharp fall in exports of live animals at the end of 1967 was one factor. Exports of whisky form the dominant part of the beverages and tobacco category, and were largely responsible for the increase of 30 per cent in the value of beverage and tobacco exports in the third quarter. Some of this increase reflects a speeding up of deliveries to the United States, which took over half of whisky exports in the first nine months of this year. The other sharp increase in non-manufactured goods in the third quarter was in exports of fuels which rose in value by about a third. Exports of petroleum and petroleum products, which account for about 90 per cent of fuel exports can change in level sharply, and it is the longer term balance between imports and exports that is of major interest. Exports of coal, which have declined over many years, showed some increase in 1968 but at about £1½ million a month are still small.

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

Imports of food, beverages and tobacco have continued to ease back since the first quarter of this year, when they reached exceptionally high levels following the dock strikes in the autumn. In the third quarter they were, seasonally adjusted, £4 million a month, i.e. 3 per cent, less than in the previous quarter. If to eliminate the distortion caused by the French disturbances in June, the four months June to September are compared with the period February to May, the decline in these imports is much greater, some 9 per cent but these imports usually show short term cyclical changes over periods of less than a year. Most of the decline between the two periods of 4 months was in the volume of arrivals. Both lower food and tobacco imports contributed to this fall; in absolute terms, the major part of the reduction in value was in imports of food, which fell sharply in the latter period, but although tobacco imports are small compared with food imports, the fall of 30 per cent was considerably greater and accounted for some £5 million of the total reduction of £14 million a month. Imports of beverages also declined sharply, from

Table 6. Imports: Food, beverages and tobacco

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Food and live animals	465·0 (+11)	421·8 (+ 0)	390·0 (+ 4)
Seasonally adjusted	*441*	*419*	*412*
Live animals	11·6 (+ 0)	15·9 (+21)	16·2 (+13)
Meat and meat preparations	101·3 (+ 7)	99·8 (+ 0)	100·9 (+ 5)
Seasonally adjusted	*96*	*100*	*100*
Beef and veal	13·3 (— 9)	18·5 (— 0)	20·2 (+ 6)
Th. tons	44 (—29)	64 (+10)	69 (—12)
Mutton and lamb	28·4 (+14)	21·4 (+ 0)	15·2 (+ 3)
Th. tons	119 (+ 0)	97 (— 8)	69 (—11)
Bacon	31·1 (— 0)	30·1 (— 2)	33·4 (+ 7)
Th. tons	100 (+ 2)	100 (— 3)	106 (+ 2)
Dairy products and eggs	61·2 (+ 5)	43·9 (— 9)	38·7 (— 8)
Seasonally adjusted	*53*	*48*	*48*
Butter	42·8 (+10)	28·4 (—14)	25·6 (— 4)
Th. tons	139 (+ 9)	91 (—14)	82 (— 2)
Fish and fish preparations	18·5 (+ 2)	18·3 (+ 4)	13·6 (+ 5)
Raw sugars	24·4 (+15)	25·0 (+ 4)	19·0 (—26)
Th. tons	562 (+ 5)	524 (— 6)	403 (—33)
Cocoa beans	7·6 (— 6)	7·0 (+ 2)	1·4 (— 1)
Th. tons	34 (—17)	30 (—11)	5 (—20)
Tea and mate	35·5 (+17)	17·9 (+ 5)	28·1 (+29)
Th. tons	80 (+ 9)	45 (+ 5)	71 (+26)
Cereals and feeding stuff for animals	85·1 (+14)	70·4 (— 7)	70·7 (+ 3)
Seasonally adjusted	*80*	*72*	*73*
Fruit and vegetables	96·5 (+17)	99·6 (+ 0)	76·6 (+10)
Seasonally adjusted	*95*	*83*	*86*
Beverages and tobacco	45·8 (+56)	41·0 (+10)	50·2 (+38)
Seasonally adjusted	*64*	*52*	*44*
Beverages	18·0 (+44)	16·1 (+ 9)	22·0 (+24)
Tobacco and tobacco manufactures	27·8 (+65)	24·9 (+11)	28·2 (+50)
Seasonally adjusted	*41*	*33*	*27*

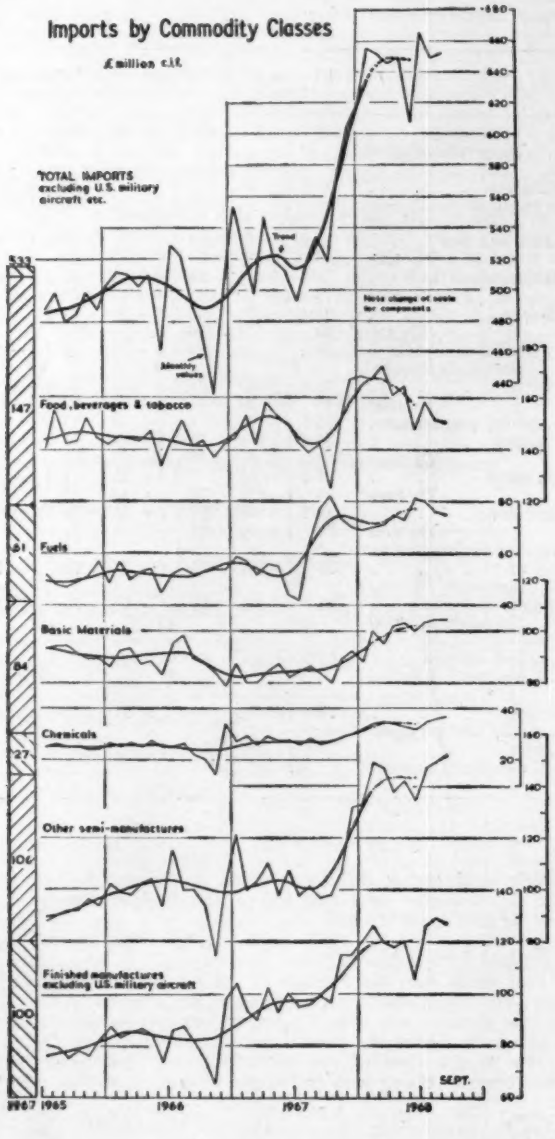
their high level earlier this year which partly reflected the big increase in consumer spending before the Budget. On average imports of food, beverages and tobacco this year are only moderately higher than in 1967. In the first nine months of 1968 they averaged £159 million a month, and were £12 million a month, 8 per cent more than the average of the middle two quarters of last year, the period immediately preceding devaluation of sterling: the volume increase was only 3 per cent, but unit values increased by 5 per cent. There has been little change in prices since the sharp rise at the turn of the year following devaluation, and there has been an easing back in volume since the high first quarter figure.

Taking for comparison purposes the two four-monthly periods, imports of food and live animals were 9 million a month, i.e. 6 per cent less on average in June to September than in February to May of this year. Widespread reductions occurred in all the main groups of commodities. Lower food imports contributed largely to the recent easing back in imports of food, beverages and tobacco following the upsurge in the first quarter, but the expansion in food imports which began in 1967 has, nevertheless, continued. In the first nine months of this year they averaged 5 per cent more than in the middle two quarters of last year prior to devaluation, with moderate increases in all classes of food except for imports of dairy produce and eggs which have been declining this year after their recovery in 1967. The most marked rise was in imports of fruit and vegetables, and in some miscellaneous imports of food including fish.

Imports of meat and meat preparations have fallen back in recent months. The autumn dock strikes had delayed arrivals from the end of last year to the beginning of this, and consequently imports had been high in the first six months; there has been some easing back since then, and a comparison of the two four monthly periods up to September show a slight fall of 1 per cent in the most recent period June to September, whilst in the longer

(Continued on next page)

UNITED KINGDOM TRADE, *continued*



term there was a rise of 2 per cent between the middle two quarters of last year and the first nine months of this year. The foot and mouth epidemic in Britain and the subsequent restrictions on beef imports from South America early this year had a marked effect on both price and volume with heavier and dearer imports of meat including beef from our other sources of supply; Australia, New Zealand and the Irish Republic. In the first nine months of this year beef imports from the Argentine were very much reduced in quantity and by value were only a little over a quarter of the amount imported in the corresponding period last year, although prices were at a high level. Higher prices and larger quantities kept the value of beef imports from Australia and mutton and lamb from New Zealand at a high level. Imports of cereals and feeding stuffs which had risen sharply early in the year partly because of the re-stocking of feeding stuffs after the foot and mouth outbreak, have eased back to more normal levels: they were on average, 7 per cent less in June to September than in February to May of this year, and some 2 per cent more in the first nine months of this year compared with the middle two quarters of last. Wheat imports have been higher this year so far than in the corresponding nine months of last year, but imports of barley from Canada have been very much reduced. There has been some levelling off in imports of fruit and vegetables which are now at about the same level as at the end of last year when the recent strong growth began. Sugar imports have declined in value and quantity though prices have risen since last year. Imports of tea and coffee have risen sharply both in volume and price but cocoa imports though lower in volume were unchanged in value because of increased prices.

The downward trend in imports of beverages has continued recently. Imports have been reduced by about an eighth in value since the period February to May. With the heavy imports in the first part of the year due in some measure to pre-budget buying, imports of beverages in the first nine months have been very nearly a third more in value than in the middle two quarters of last year. Higher prices due to devaluation have played some part in this increase, but the stronger growth which was apparent immediately after the removal of the import charge at the end of 1966, seems to have been maintained if not strengthened. Imports have increased in quantity as well as value including those from European countries which did not devalue.

The value of tobacco imports remains high, but there has been considerable easing back from the high levels reached early in the year when arrivals were extra high after the delays resulting from the Liverpool dock strikes in the autumn. Tobacco imports were, seasonally adjusted, over a quarter less in value in June to September than in February to May. Prices generally were lower, especially from India and Canada, but prices of tobacco imported from the United States continued to rise. Largely because of the dock strike, but also because of the continued switch to dearer American tobacco, imports of tobacco averaged more than half as much again in the first nine months of this year than in the middle two quarters of last year.

Industrial materials

Imports of industrial materials have shown strong growth throughout this year. Both imports of semi-manufactured and imports of basic materials have been rising, but the increase was most marked in imports of semi-manufactures. Imports of basic materials, smaller in value, grew at a rather slower rate. In the

Table C. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding U.S. military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding U.S. military aircraft, etc.	
1967 Year	537	533	147	61	218	84	27	106	104	100	7
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	647	641	168	70	271	94	34	143	129	122	10
2nd quarter	642	634	157	76	273	101	33	138	124	116	10
July	672	665	158	80	286	103	35	147	133	126	9
August	668	649	151	76	285	104	36	146	148	129	9
September	662	651	150	75	293	104	37	152	137	127	9
2nd quarter	642	634	157	76	273	101	33	138	124	116	10
3rd quarter	667	655	152	76	287	103	36	148	140	128	9

period June to September imports of industrial materials were £4 million a month (1¼ per cent), more than in the previous four months, with basic materials up by £3 million (3 per cent) a month, and semi-manufactures rising £1 million (1 per cent) a month. Prices rose moderately, but volume fell a little. Whilst prices of imports of semi-manufactures have been falling in recent months after the rise following devaluation, there has been little further change in prices of basic materials since the rise in the early part of the year. High imports of diamonds, and an expansion in imports of chemicals largely accounts for the rise in the value of industrial materials in the most recent four months. Imports of silver bullion, though still high, have fallen back both in quantity and in value recently; with lower prices copper imports have fallen in value though not in quantity. Timber imports have fallen from the recent high levels but imports of wool have risen sharply. In the longer term, the value imports of industrial materials has risen some 30 per cent compared with the middle two quarters of 1967. The largest part of this rise was at the turn of the year immediately after devaluation and was associated partly with the consequent rise in prices but also with the increased demand for semi-manufactures and raw materials for the re-expansion of manufacturing output as well as the big turn round in stockbuilding after the fall in stocks during 1967 and the first quarter of 1968.

Basic materials

The growth in imports of basic materials which recommenced at the end of last year has continued throughout this year, but there has been some weakening in the rate of growth since the rapid rise in the early part of the year. In the four months June to September, imports of basic materials were £3 million a month, 3 per cent more than in the previous four months due entirely to higher prices; their volume fell in the period. In the nine months to September of this year, imports of basic materials averaged £16 million a month, 19 per cent more than in the middle two quarters of 1967 comprising approximately equal rises in price and volume. There were substantial rises in most of the main classes of commodities including timber, wool and other textile fibres. Imports of timber rose rapidly in the first half of the year but have since eased back to the level at the end of last year. In the first nine months of this year they were about 20 per cent more than in the corresponding period of last year with increased quantities imported and with prices higher than last year of sawn softwood and wood pulp. A large part of the rise in imports of basic materials apart from timber was in imports of metalliferous ores which have increased by over a third in value this year. Iron ore imports were up by a fifth with higher prices and quantities, and there were substantial increases this year in nickel and most other types of ore including silver and platinum ores. Imports of hides and skins had fallen back last year after the exceptionally high imports of 1966, and they have recovered this year to about the average level of that year, with a sharp increase in both quantity and price of imports of undressed furskins. There has been a moderate rise in imports of crude and synthetic rubber. Imports of animal and vegetable oils and fats have been increasing this year since the fall at the turn of the year.

Semi-manufactures

Imports of semi-manufactures grew rapidly immediately after devaluation. They have moved rather erratically this year with some high figures in the first quarter due in part to high imports of diamonds and silver, though there was some easing back immediately afterwards but with a further slight rise in recent months. In addition there were high imports of tyres in the early part of the year to meet the demand resulting from the introduction of new safety regulations. Taking the four months June to September, and comparing them with February to May, the increase was about 1 per cent with all of the increase in volume, prices in unit value terms having fallen. Comparing the first nine months of this year with the middle two quarters of last year imports of semi-manufactures were £48 million a month, i.e. 37 per cent higher. Imports of partly processed goods accounted for about £41 million a month of this rise, but imports of chemicals at £34 million a month were well up (over a quarter higher in value) with widespread increases in all categories of chemicals.

Although about half of the increase in imports of partly processed goods was in imports of diamonds, copper and silver, nearly all the other main categories of goods, within the group also showed an increase. Imports of non-ferrous metals as a whole rose sharply, but this was mainly because of the rise in copper and silver values. There were higher imports of wood manufactures, newsprint, iron and steel, some textile yarns and fabrics especially of cotton and man-made fabrics; most of these goods came from countries which have not devalued. Imports of copper have been increasing, they were some 40 per cent more in value in the first nine months of 1968 compared with the middle two quarters of 1967 and about a third more than in the first nine months of last year. Quantities were a little higher but prices were very much increased, but in recent months they have begun to fall again. There were substantial imports of silver on non-resident account which will eventually benefit the balance of payments account, see note 2(c) at end of this article. Silver bullion imports have been on average £10 million a month, in the first nine months of this

Table 7. Imports: Materials and fuels

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Crude materials	271·1 (+16)	285·6 (+21)	295·4 (+24)
Seasonally adjusted	*269*	*287*	*292*
Oil seeds, oil nuts and oil kernels	10·0 (+15)	11·1 (+21)	9·3 (+17)
Seasonally adjusted	*10*	*11*	*10*
Wood, lumber and cork	38·7 (+19)	54·7 (+18)	74·5 (+19)
Seasonally adjusted	*56*	*61*	*56*
Sawn softwood	28·6 (+20)	43·4 (+17)	60·4 (+19)
Th. standards	321 (+16)	463 (+ 5)	635 (+ 8)
Woodpulp	40·8 (+30)	39·5 (+21)	37·1 (+30)
Th. tons	815 (+21)	753 (+ 6)	702 (+14)
Wool and other animal hair and tops	33·8 (— 9)	31·1 (— 7)	24·8 (+15)
Seasonally adjusted	*27*	*28*	*31*
Raw wool	30·0 (—11)	27·0 (— 9)	21·4 (+12)
Th. tons	76 (+ 3)	67 (— 1)	55 (+17)
Raw cotton	14·8 (+36)	12·3 (+33)	13·6 (+73)
Th. tons	58 (+18)	46 (+10)	49 (+48)
Metalliferous ores and scrap	59·4 (+30)	71·3 (+43)	71·9 (+31)
Iron ore	17·4 (+24)	20·6 (+17)	24·5 (+21)
Th. tons	3,793 (+14)	4,229 (— 1)	4,997 (+10)
Hides and skins	18·4 (+18)	14·5 (+38)	12·9 (+26)
Crude rubber	11·7 (— 9)	11·5 (+22)	11·5 (+ 6)
Animal and vegetable oils and fats	13·7 (— 8)	18·3 (+14)	18·6 (+ 4)
Seasonally adjusted	*14*	*17*	*18*
Chemicals	105·4 (+27)	100·5 (+19)	106·2 (+34)
Seasonally adjusted	*101*	*99*	*107*
Manufactured goods classified chiefly by material	438·4 (+33)	417·5 (+28)	429·2 (+49)
Seasonally adjusted	*428*	*415*	*443*
Wood manufactures	23·2 (+ 7)	25·5 (+16)	23·1 (+26)
Newsprint paper and board	46·9 (+17)	47·1 (+22)	47·0 (+29)
Cotton yarns and fabrics	21·8 (+22)	20·2 (+42)	17·7 (+24)
Other textile manufactures	40·1 (+39)	36·8 (+29)	37·4 (+33)
Pearls, diamond and precious stones	81·9 (+25)	57·8 (+102)	74·9 (+70)
Iron and steel	39·5 (+48)	41·1 (+30)	37·5 (+29)
Th. tons	687 (+52)	715 (+30)	640 (+20)
Non-ferrous metals	143·8 (+51)	145·0 (+49)	147·3 (+71)
Silver bullion	28·9 (+341)	32·5 (+162)	28·5 (+349)
Copper	60·0 (+18)	61·3 (+36)	61·6 (+51)
Th. tons	104 (—10)	115 (— 5)	133 (+19)
Aluminium	25·0 (+50)	23·8 (+46)	23·5 (+31)
Total industrial materials (1)	828·5 (+26)	821·9 (+24)	849·3 (+36)
Seasonally adjusted	*812*	*819*	*861*
Mineral fuels, lubricants and related materials	221·3 (+25)	236·9 (+52)	220·4 (+22)
Crude petroleum	134·7 (+15)	168·1 (+58)	163·5 (+38)
Th. tons	17,230 (—15)	22,094 (+19)	21,224 (+37)
Petroleum products	78·2 (+49)	61·8 (+40)	51·9 (—11)
Th. tons	7,091 (+13)	5,418 (+ 4)	4,243 (—29)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

(*Continued on next page*)

UNITED KINGDOM TRADE, *continued*

year compared with an average of £3 million a month in 1967. Quantities imported have been doubled and combined with exceptionally high prices, values have more than trebled.

Mineral fuels and lubricants

Fuel imports had eased back in the first quarter both in volume and in value from the high levels reached at the end of last year. In the second quarter, growth was resumed, but the half yearly average levels were still a little lower than the high fourth quarter values. Imports were high in June and July partly due to switching during the disturbances there, of cargoes intended for France. There has also been some building of stocks this year after the rundown in 1967 following the Arab-Israel war. Values of fuel imports have eased back again in the third quarter despite erratic monthly arrivals. There has been a slight rise in volume, but prices have been lower. The value of fuel imports in the first nine months of this year was about a third higher on average than the average for the middle two quarters of 1967, at a rate of £74 million a month, seasonally adjusted, compared with £56 million a month in the early period. This comparison probably overstates the rise; the 1967 period contains some of the distortions caused by the Middle East hostilities, with erratic arrivals, higher freight charges, and higher priced alternative supplies of oil. Compared with the first nine months of last year, the value of fuel imports has increased by about a third with fuel prices accounting for a third of the rise. Fuel prices had been rising and rose further still immediately after devaluation but there has not been any great change since then; they are about 5 per cent more than they were in October, 1967, the month preceding devaluation. This rise reflects both the effects of devaluation and the normal changes in oil prices. The volume of fuel imports is now at about the same level as when normal supplies were resumed at the end of last year, and about 9 per cent more than in the first nine months of last year. Imports of crude petroleum were about a third more in value between the two nine monthly periods, and imports of petroleum products, though only a relatively small part of total fuel imports increased by nearly a quarter; whilst the quantities imported showed little change, prices rose sharply. The most marked rises in the period were in crude petroleum imports from Libya (which trebled in value in the period) and from Kuwait and Saudi-Arabia; imports from the United States fell sharply as supplies from the East became available. Crude petroleum imports from Iran and Nigeria were considerably lower, and those from Venezuela were moderately reduced. Higher imports from France, Italy, Netherlands and Venezuela contributed to the rise in petroleum products; imports from the United States fell sharply.

Finished manufactures

Imports of manufactures (those goods in Section 7 and 8 of the Overseas Trade Accounts) levelled off last year after the initial influx of goods held over pending the removal of the import charge, but after devaluation and with the consequent price increases, these imports were at a much higher level towards the end of the year. With the demand for these goods intensified by the excessive consumer spending prior to the Budget, imports in the first quarter of this year were abnormally high, though devaluation price rises and some carry over from the autumn dock strikes contributed to a certain extent to the high level. There was some easing back in the second quarter, largely due to restraining measures, though part was undoubtedly due to the low imports in June arising from the delays to arrivals because of the French disturbances and to tariff cuts effective from July 1. These imports have been a little higher again recently, but appear to be levelling out again. In the four months June to September imports of finished manufactures, excluding United States military aircraft, were, at £122 million a month, 1 per cent higher than in the four months February to May, and at about the same level as in the first quarter. Most of the rise was in Section 8 – miscellaneous manufactured articles which are in the main consumer goods, while imports in Section 7, most of which are capital goods showed little change in the period. Import prices of manufactured goods as a whole have risen about 16 per cent since October, i.e. immediately preceding devaluation, but have shown little change in recent months. In Section 8 a small rise in value in the four months to September of this year was confined almost entirely to imports of clothing and footwear. They were £1 million a month more, seasonally adjusted, than in the previous four months. Imports of most of the other goods in the Section were little changed in the period. In Section 7, whilst imports of road motor vehicles fell sharply, imports of ships and aircraft were much higher and machinery imports were not much changed. On the other hand, imports of most identifiable consumer goods among finished manufactures have been falling rapidly recently and there have been similar falls in capital goods including machinery except for ships and aircraft. In the first nine months of this year, imports of finished manufactures have increased by a quarter in value since the middle two quarters of 1967; a large part of this has been due to increased price – in unit value terms – a rise of about 14 per cent with a smaller rise in volume, of about 9 per cent. Most of the increase in value was in imports of capital goods (Section 7), but imports of consumer goods, though smaller, grew at a similar rate. Widespread increases in imports of most types of machinery and instruments and of imports of the erratic categories of ships and aircraft accounted for much of the rise in capital goods, whilst higher imports of cars and motor cycles and clothing and footwear continued to contribute most of the increase in consumer goods; but there has been some increase during the period in most types of consumer and capital goods. Imports of both electrical and non-electric machinery have risen in the first nine months of this year compared with the corresponding period of last year; the increases have been widespread, but there have been substantial increases in imports of aero engines, of office machinery including computers and of pumps and mechanical handling equipment, but imports of machine tools have fallen sharply in the period. Amongst the rest of the capital goods group, there was a moderate rise in imports of ships and boats, in addition to those recorded in the trade accounts ships to the value of £60 million delivered abroad for United Kingdom owners (these have been taken into account when calculating the visible trade balance). Imports of aircraft, other than United States military aircraft have fallen back. There has been a considerable increase in imports of instruments. Amongst consumer goods, which rose by 30 per cent, imports of cars and motor cycles have been nearly half as much again as in the first nine months of last year, and imports of clothing and footwear were over a third more in value. Imports of domestic refrigerators and washing machines were almost doubled. There were large increases in most other consumer durables, but a slight fall in jewellery imports. Imports of toys and sports goods have increased by about a third, and there has been a smaller increase in imports of printed matter and stationery.

Table 8. Imports: Finished manufactures

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Consumer goods (1)	114·7 (+46)	100·0 (+18)	104·0(+ 28)
Cars and motor cycles	19·4(+111)	11·1(— 9)	11·1(+ 30)
Other durable goods	29·3(+ 42)	26·5(+12)	28·3(+ 25)
Works of art	9·9(+ 47)	11·2(+ 44)	8·1(+ 35)
Clothing and footwear	38·5(+ 34)	33·2(+ 31)	36·3(+ 31)
Other consumer goods	17·7(+ 32)	18·0(+ 15)	20·1(+ 24)
Other mainly capital goods	282·0(+ 30)	289·5(+ 19)	308·4(+ 47)
Machinery	196·3(+ 23)	183·5(+ 10)	188·2(+ 30)
Aircraft and aircraft engines	38·4(+121)	50·5(+ 57)	67·3 (+157)
Ships and boats	3·7(— 34)	9·9(+ 18)	7·7(+ 35)
Instruments	18·2(+ 20)	18·5(+ 13)	18·6(+ 27)
Other	25·4(+ 34)	27·2(+ 35)	26·5(+ 48)
Total finished manufactures (2)	396·8(+ 34)	389·5(+ 19)	412·3(+ 42)
Seasonally adjusted (*a*)	*386*	*372*	*420*
(*b*)	*367*	*347*	*384*

(1) Goods covered by headings in the trade accounts believed to include mainly consumer goods.
(2) SITC revised sections 7 and 8.
(*a*) Including US military aircraft, etc.
(*b*) Excluding US military aircraft, etc.

Advertisement inquiries for the Journal

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

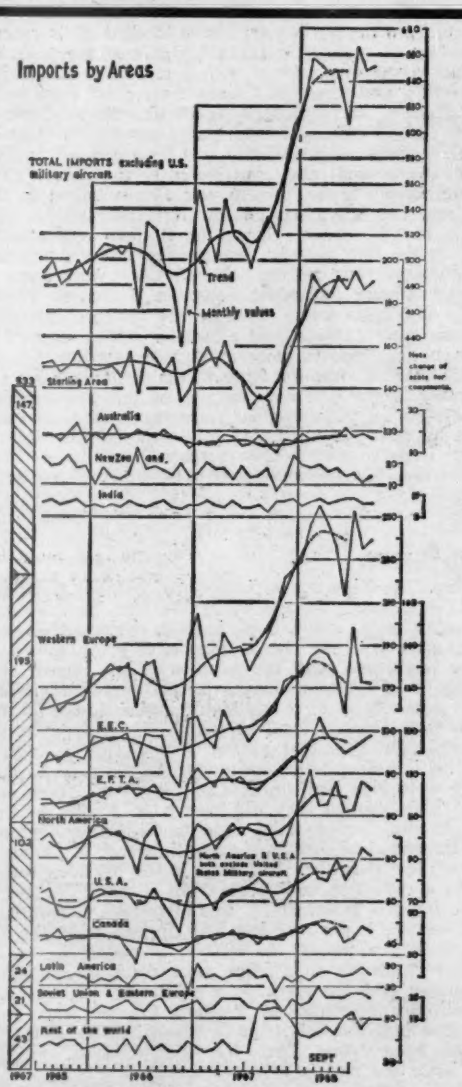


Table D. Imports: areas (1)

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Sterling Area				Western Europe			North America					Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	USA and Deps. Total	USA and Deps. Excluding US military aircraft, etc.	Canada			
1967 Year	537	533	147	15	15	10	195	105	78	106	102	68	64	38	24	21	43
3rd quarter	519	515	134	15	15	9	186	100	73	109	105	73	68	37	26	19	48
4th quarter	571	566	149	13	14	12	217	119	85	104	99	66	61	38	21	21	53
1968 1st quarter	647	641	184	17	19	12	242	131	95	129	122	82	75	45	24	25	42
2nd quarter	642	634	187	18	16	12	232	124	95	127	119	83	74	45	26	25	47
July	672	665	195	18	15	13	232	148	92	120	113	84	77	38	26	27	53
August	668	649	187	19	11	11	235	123	95	145	126	104	85	43	29	27	46
September	662	651	190	17	14	11	239	122	98	134	123	93	82	42	26	25	50
2nd quarter	642	634	187	18	16	12	232	124	95	127	119	83	74	45	26	25	47
3rd quarter	667	655	190	18	13	12	242	131	96	133	121	94	81	41	27	26	49

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

SOURCES OF IMPORTS

North America

Imports from North America have fallen back in recent months. At £119 million a month (excluding United States military aircraft) in the period June to September they were 3 per cent less than they had been in February to May, a period of comparison that eliminates most of the distortion due to the tariff cuts in July. In the first quarter of this year, the value of imports from North America had been unusually high, due in part to arrivals of some goods delayed by the autumn dock strikes, but also due to devaluation and to the continued expansion of imports of manufactured goods which began early last year after the removal of the import charge at the end of 1966. The flow of manufactured goods together with the additional oil supplies from the United States maintained high levels of imports throughout last year until the final quarter, when with the delays due to the strikes and the resumption of fuel imports from the Middle East, imports fell back sharply. In the recent four months to September, imports from the United States of £78 million a month, have increased moderately by £4 million a month, 5 per cent, whilst imports from Canada

Table 9. Imports: By areas and countries. Sterling Area

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Sterling Area:			
Jamaica	6·8 (—23)	9·0 (—18)	7·0 (+27)
Trinidad	6·9 (— 0)	7·1 (+15)	5·0 (—18)
Australia	52·7 (+27)	54·6 (+17)	55·1 (+19)
Seasonally adjusted	*51*	*54*	*55*
New Zealand	73·1 (+15)	49·5 (— 2)	32·0 (— 9)
Seasonally adjusted	*57*	*47*	*40*
India	38·1 (+11)	29·2 (+14)	30·8 (+30)
Seasonally adjusted	*35*	*36*	*35*
Pakistan	10·1 (+17)	8·8 (+ 9)	8·2 (+41)
Ceylon	11·0 (+15)	7·5 (—23)	14·1 (+18)
Malaysia	8·7 (+29)	9·5 (+70)	9·2 (+14)
Singapore	5·5 (+11)	6·5 (+117)	6·8 (+36)
Hong Kong	27·6 (+23)	31·0 (+50)	30·3 (+30)
Ghana	11·3 (+68)	8·3 (+23)	7·4 (+26)
Nigeria	18·0 (—37)	16·6 (—40)	14·8 (— 0)
Zambia	22·6 (+26)	23·8 (+48)	23·5 (+48)
Malawi	2·4 (+35)	2·0 (— 9)	2·7 (+15)
Kenya	7·2 (+31)	6·3 (+50)	6·1 (+24)
Middle East	88·3 (+64)	115·5 (+117)	98·5 (+751)
Irish Republic	61·1 (+22)	64·4 (+17)	71·6 (+22)
Republic of South Africa	71·5 (+27)	70·2 (+18)	73·1 (+34)
Other	54·1 (+ 3)	59·9 (+13)	49·6 (+ 8)
Total Sterling Area	576·8 (+20)	579·8 (+25)	545·9 (+41)
Seasonally adjusted	*553*	*561*	*570*

UNITED KINGDOM TRADE, *continued*

Table 9, *continued*. **Imports: By areas and countries. Non-Sterling Area**

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1968	2nd quarter 1968	3rd quarter 1968
Non-Sterling Area:			
North America	382·1 (+27)	378·8 (+17)	390·3 (+23)
Seasonally adjusted (a)	*386*	*382*	*399*
(b)	*366*	*357*	*362*
Canada	127·0 (+20)	135·7 (+15)	124·1 (+ 7)
Seasonally adjusted	*134*	*134*	*122*
United States & Deps.	255·0 (+31)	243·1 (+18)	266·2 (+33)
Seasonally adjusted (a)	*245*	*248*	*281*
(b)	*226*	*223*	*244*
Western Europe	749·5 (+32)	686·2 (+19)	707·6 (+29)
Seasonally adjusted	*725*	*696*	*725*
EFTA (including Finland)	285·5 (+25)	281·4 (+19)	290·9 (+29)
Seasonally adjusted	*286*	*284*	*287*
Finland	33·9 (+19)	40·3 (+29)	44·6 (+29)
Sweden	80·0 (+31)	77·0 (+20)	77·1 (+34)
Norway and Spitzbergen	41·0 (+35)	38·8 (+17)	39·1 (+33)
Denmark and Greenland	59·2 (+12)	57·0 (+ 6)	61·6 (+16)
Switzerland and Leichtenstein	35·4 (+15)	35·7 (+21)	38·3 (+40)
Portugal, Azores and Madeira	21·1 (+38)	17·9 (+22)	16·2 (+36)
Austria	14·8 (+50)	14·7 (+68)	14·0 (+27)
EEC	416·4 (+37)	365·6 (+17)	382·9 (+30)
Seasonally adjusted	*394*	*372*	*392*
Western Germany	109·4 (+28)	100·0 (+15)	108·0 (+39)
Netherlands	100·6 (+35)	101·1 (+31)	99·1 (+22)
Belgium and Luxembourg	53·2 (+46)	37·7 (+10)	38·6 (+25)
France	85·9 (+46)	69·2 (+ 8)	77·9 (+41)
Italy	67·2 (+39)	57·7 (+16)	59·3 (+22)
Spain, Canary Islands and Spanish ports in North Africa	34·4 (+44)	28·0 (+34)	20·1 (+22)
Other	13·1 (+21)	11·2 (+30)	13·6 (+23)
Soviet Union and Eastern Europe	63·7 (+21)	69·4 (+ 4)	86·5 (+32)
Seasonally adjusted	*75*	*76*	*78*
Soviet Union	26·8 (+24)	31·7 (+ 1)	51·4 (+62)
Other	36·9 (+19)	37·7 (+ 7)	35·1 (+ 4)
Latin America	77·4 (— 6)	82·1 (+ 7)	81·6 (+ 6)
Seasonally adjusted	*73*	*78*	*81*
Venezuela	19·7 (+19)	18·5 (+24)	16·2 (—24)
Argentine Republic	10·4 (—56)	12·1 (—44)	14·1 (—15)
Other	47·3 (+11)	51·5 (+28)	51·3 (+32)
Other non-sterling	143·3 (+14)	140·6 (+27)	135·0 (+ 2)
Seasonally adjusted	*126*	*140*	*148*
Middle East	70·6 (+23)	64·8 (+35)	58·0 (—24)
Japan	24·9 (+ 7)	30·6 (+28)	28·3 (+29)
Other	47·7 (+ 7)	45·2 (+15)	48·6 (+44)
Total Non-Sterling Area	1,415·9 (+25)	1,357·1 (+17)	1,400·9 (+23)
Seasonally adjusted (a)	*1,385*	*1,371*	*1,431*
(b)	*1,365*	*1,345*	*1,394*
Total All Countries	1,992·7 (+24)	1,936·9 (+20)	1,946·7 (+28)
Seasonally adjusted (a)	*1,942*	*1,926*	*2,000*
(b)	*1,922*	*1,901*	*1,963*

(a) Including US military aircraft, etc.
(b) Excluding US military aircraft, etc.

have fallen sharply to £41 million a month, 12 per cent, £6 million a month less than in the previous four months. In the longer term, imports from North America have risen 16 per cent in value since the middle two quarters of 1967, and imports from United States and Canada have grown at roughly similar rates, 16 and 14 per cent respectively.

Sterling area

Imports from the sterling area have levelled off in recent months after the strong growth in the early part of the year. They had been high in the first quarter with a large increase in imports of silver bullion and there had been higher oil imports from the Middle East as these markets again became available after the lifting of the oil embargo. Some extra arrivals of meat and dairy produce which in all probability had been delayed because of the strikes in the autumn also contributed to the rise. With food imports appreciably lower, growth was almost halted in the second quarter and this trend has continued in recent months. At £190 million a month, imports from the sterling area were not very different in the four months June to September from the average in the previous four months, though there were some divergent movements among individual countries. Increased imports from Australia and India were offset by the sizeable reduction in imports from New Zealand and a smaller fall in imports from the Irish Republic. Imports from most other sterling area countries were little changed. Imports from all the main areas have increased considerably in the first nine months of this year compared with the middle of last year. Imports from the sterling area as a whole were up by nearly a third, £45 million a month. The higher oil and silver imports considerably increased imports from the Middle East countries, but imports from most other countries also rose sharply.

Western Europe

The recent levelling out of imports of manufactured goods was reflected in reduced imports from Western Europe, one of the main manufacturing areas. Imports from the countries in this area have kept pace with the rise in imports of manufactures generally for some years, and with the removal of the import charge and the ending of EFTA tariffs they expanded rapidly in 1967. Devaluation has generally made prices higher and since the fourth quarter last year these imports have shown strong growth. Imports were particularly high in the first quarter of this year; this was probably allied to the increased home consumer demand prior to the Budget, but there were also high imports of diamonds. These latter have remained high, though they did ease back a little in the second quarter. In the four months June to September, imports from Western Europe at £235 million a month, were £10 million a month (4 per cent) less than they had been in the previous four months. There was a reduction in imports from both EFTA and the EEC countries. Imports from EFTA at £94 million a month, were £4 million a month, 4 per cent less, and imports from the EEC were at £126 million a month, £8 million a month, 6 per cent less. There were moderate falls from most countries though imports from Norway and Denmark were relatively unchanged. Imports from the other countries in Western Europe were moderately higher. Growth in imports from Western Europe in the first nine months has been strong. There has been a rise of over a quarter in value since the middle two quarters of last year with imports from EFTA countries and the EEC rising at similar rates.

Latin America

Imports from Latin America have remained on an upward trend this year. They increased at the beginning of the year, mainly because of high oil, silver and copper imports and despite lower imports of meat, and have continued to increase throughout this year. In the four months June to September, imports at £27 million a month were rather more than £1 million a month more, i.e. 5 per cent more than in the previous four months. In the first nine months of this year imports have been about 3 per cent higher than in the middle two quarters of last year: again low imports of meat in the first quarter accounted for much of the apparent weakening in the rate of growth. Imports from the Argentine have been about 40 per cent less in the first nine months than in the corresponding period a year ago, but against this must be set higher imports from Chile (mostly copper) Mexico (largely silver), Venezuela (high imports of oil in the early part of the year), Brazil (with high imports of timber contributing) and Bolivia.

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	Year 1967	1st qtr. 1968	2nd qtr. 1968	3rd qtr. 1968	Year 1967	1st qtr. 1968	2nd qtr. 1968	3rd qtr. 1968
0. Food and Live Animals . . . . . Total	402·8	465·0	421·8	390·0	41·9	42·2	39·8	39·0
00 Live animals	12·7	11·6	15·9	16·2	6·4	2·6	3·3	4·8
01 Meat and meat preparations	93·1	101·3	99·8	100·9	2·6	1·5	1·5	1·9
02 Dairy products and eggs	51·9	61·2	43·9	38·7	2·8	3·2	3·2	3·3
03 Fish and fish preparations	17·0	18·5	18·3	13·6	2·4	2·8	2·7	2·8
04 Cereals and cereal preparations	55·6	64·6	51·3	52·6	10·1	13·6	10·9	7·8
05 Fruit and vegetables	81·8	96·5	99·6	76·6	3·3	3·9	2·9	2·4
06 Sugar, sugar preparations and honey . . .	25·8	27·4	27·4	22·1	5·8	5·3	6·3	6·2
07 Coffee, cocoa and preparations, tea and spices .	42·7	57·3	41·3	46·2	3·7	3·9	3·6	4·4
08 Feeding stuff for animals	16·8	20·5	19·0	18·1	2·1	1·7	1·9	2·1
09 Miscellaneous food preparations	5·4	6·0	5·1	5·0	2·8	3·3	3·6	3·3
1. Beverages and Tobacco . . . . . Total	38·5	45·8	41·0	50·2	40·7	46·6	49·7	64·0
11 Beverages	16·1	18·0	16·1	22·0	34·8	39·3	42·1	56·2
12 Tobacco	22·4	27·8	24·9	28·2	5·9	7·2	7·6	7·8
2. Crude Materials, Inedible . . . . . Total	237·6	271·1	285·6	295·4	36·5	41·5	44·5	40·0
21 Hides, skins and fur skins, undressed . . .	12·7	18·4	14·5	12·9	1·9	2·2	2·0	1·7
22 Oil seeds, oil nuts and oil kernels	9·2	10·0	11·1	9·3	0·1	0·1	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	11·2	11·7	11·5	11·5	2·8	3·9	3·3	3·7
24 Wood, lumber and cork	48·0	38·7	54·7	74·5	0·1	0·2	0·2	0·1
25 Pulp and waste paper	31·6	40·8	39·5	37·1	0·5	0·5	0·5	0·4
26 Textile fibres not manufactured and their waste .	49·2	64·2	55·3	49·0	19·0	20·0	23·1	21·5
27 Crude fertilizers and minerals	13·0	14·5	16·7	15·8	6·3	7·3	8·1	8·4
28 Metalliferous ores and metal scrap. . . .	50·7	59·4	71·3	71·9	5·0	6·0	6·1	3·3
29 Crude animal and vegetable materials . . .	12·0	13·4	10·9	13·2	1·0	1·4	1·2	0·9
3. Mineral Fuels, Lubricants, etc. . . . . Total	182·8	221·3	236·9	220·4	32·1	40·5	34·5	45·2
33 Petroleum and petroleum products	179·1	215·0	232·0	217·3	28·6	36·2	30·2	40·9
Coal, coke, gas and electric energy	3·7	6·3	4·9	3·2	3·6	4·3	4·3	4·3
4. Animal and Vegetable Oils and Fats . . . Total	15·7	13·7	18·3	18·6	1·5	1·8	1·7	1·8
5. Chemicals . . . . . Total	82·4	105·4	100·5	106·2	123·2	143·5	153·8	149·2
51 Chemical elements and compounds . . .	34·6	40·8	41·0	43·9	29·5	35·4	38·8	37·6
53 Dyeing, tanning and colouring materials. . .	4·7	6·2	6·7	7·0	14·5	16·6	16·5	18·0
54 Medical and pharmaceutical products . . .	4·0	4·7	4·6	5·8	19·6	23·7	25·1	22·3
55 Essential oils and perfume materials . . .	4·1	6·0	4·9	5·2	10·8	12·1	13·0	13·4
56 Fertilizers, manufactured	6·6	9·3	6·4	7·3	2·1	2·2	1·4	1·5
58 Plastic materials and artificial resins . . .	16·3	20·4	20·5	21·1	23·6	25·3	29·1	27·1
All other chemical materials and products . .	12·0	18·0	16·4	16·0	23·2	28·2	30·0	29·2
6. Manufactured Goods Classified Chiefly by Material Total	318·0	438·4	417·5	429·2	314·5	382·2	380·9	395·9
61 Leather, leather manufacturers and dressed furs .	6·8	8·0	8·0	8·5	7·6	9·1	10·7	10·0
62 Rubber manufacturers, n.e.s..	3·9	5·7	8·3	7·9	13·5	15·9	15·8	14·0
63 Wood and cork manufacturers (excluding furniture).	20·3	23·2	25·5	23·1	1·3	1·5	1·6	1·7
64 Paper, paperboard and manufactures thereof . .	38·8	46·9	47·1	47·0	13·4	15·9	16·3	16·2
65 Textile yarn, fabrics and articles	45·5	61·9	56·9	55·1	62·6	70·8	72·0	74·2
66 Non-metallic mineral manufactures . . .	62·7	92·0	67·7	85·2	69·0	93·6	82·4	106·4
67 Iron and steel	30·0	39·5	41·1	37·5	57·3	62·0	69·1	64·2
68 Non-ferrous metals	95·1	143·8	145·0	147·3	51·6	69·2	67·4	63·9
69 Manufactures of metal, n.e.s.	14·8	17·4	17·8	17·6	38·3	44·1	45·5	45·5
7. Machinery and Transport Equipment . . . Total	216·7	277·8	276·4	295·2	526·9	651·7	645·2	606·0
71 Machinery other than electric	128·0	158·0	154·4	153·3	258·9	323·6	320·4	295·4
72 Electrical machinery, apparatus and appliances .	46·0	58·6	57·4	60·1	86·2	107·4	103·9	96·4
73 Transport equipment	42·8	61·2	64·6	81·7	181·8	220·6	220·9	214·2
8. Miscellaneous Manufactured Articles . . . Total	94·2	119·0	113·1	117·1	103·0	118·1	121·2	136·1
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·5	1·9	1·7	2·1	2·8	3·4	3·4	3·3
82 Furniture	2·8	3·8	3·7	3·1	3·7	4·3	5·4	5·7
83 Travel goods, handbags and similar articles . .	1·1	1·6	1·4	1·6	0·7	0·7	0·8	1·0
84 Clothing	20·8	28·4	25·5	28·1	15·9	16·2	16·2	24·3
85 Footwear	6·7	10·2	7·8	8·2	5·0	5·3	5·0	7·0
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	24·6	27·6	27·0	28·6	30·4	35·0	37·1	35·9
Miscellaneous manufactured articles, n.e.s. . . .	36·7	45·6	46·1	45·5	44·5	53·2	53·3	58·9
5-8 Manufactured Goods . . . . . Total	711·3	940·5	907·5	947·7	1,067·6	1,295·5	1,301·0	1,287·1
9. Commodities and Transactions not Classified according to Kind . . . . . Total	21·7	35·4	25·7	24·5	36·0	35·4	37·7	35·0
TOTAL ALL SECTIONS	1,610·4	1,992·7	1,936·9	1,946·7	1,256·5	1,503·5	1,509·0	1,512·1

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

Soviet Union and Western Europe

Imports from the Soviet Union and Eastern Europe rose in the first quarter, but there has been little change since. They have been growing for some years and last year there was a further moderate rise. Comparing the first nine months of this year with the middle two quarters of 1967, these imports have risen by 18 per cent. At £25 million a month, they were £4 million a month higher. Imports from all countries within the group have increased compared with a year ago, except for those from Rumania, which fell back a little.

Rest of the World

Imports from the 'rest of the world' continue high, although they have not regained the high level of the last quarter of 1967 when oil supplies from the Middle East countries once again became available. At £50 million a month in the four months June to September they were £6 million a month, 15 per cent more than in the previous four months. Comparing the first nine months with the middle two quarters of 1967, the increase of about 9 per cent (around £4 million a month) is rather less. Imports from Japan have risen by about a fifth in value, and imports from the non-sterling Middle East countries have increased by about 6 per cent.

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports were published on October 25* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for November, due to be published on or about November 28.

2. Visible trade balance

(*a*) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(*b*) *Purchases of US military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(*c*) *Imports of silver bullion*

The increase in the value of imports of silver bullion in the first nine months of 1968 compared with 1967 (about £7 million a month) is largely on non-resident account. For the most part these imports reflect non-resident transactions in the London market – some of the increased stocks of silver in the market have already been sold to non-residents and are being held here on their account; and some represent spot purchases (which are being financed by overseas borrowing) to cover forward sales – also mainly to non-residents. These transactions will be reflected in exports at some future time and in the meantime will bring in significant invisible revenue in the form of commissions, profits and refining charges; their overall effect on the balance of payments – taking the visible, invisible and capital accounts together – is clearly favourable.

* Accounts relating to the Overseas Trade of the United Kingdom, September 1968, HMSO price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

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R. Wood.

Yorkshire and Humberside Region
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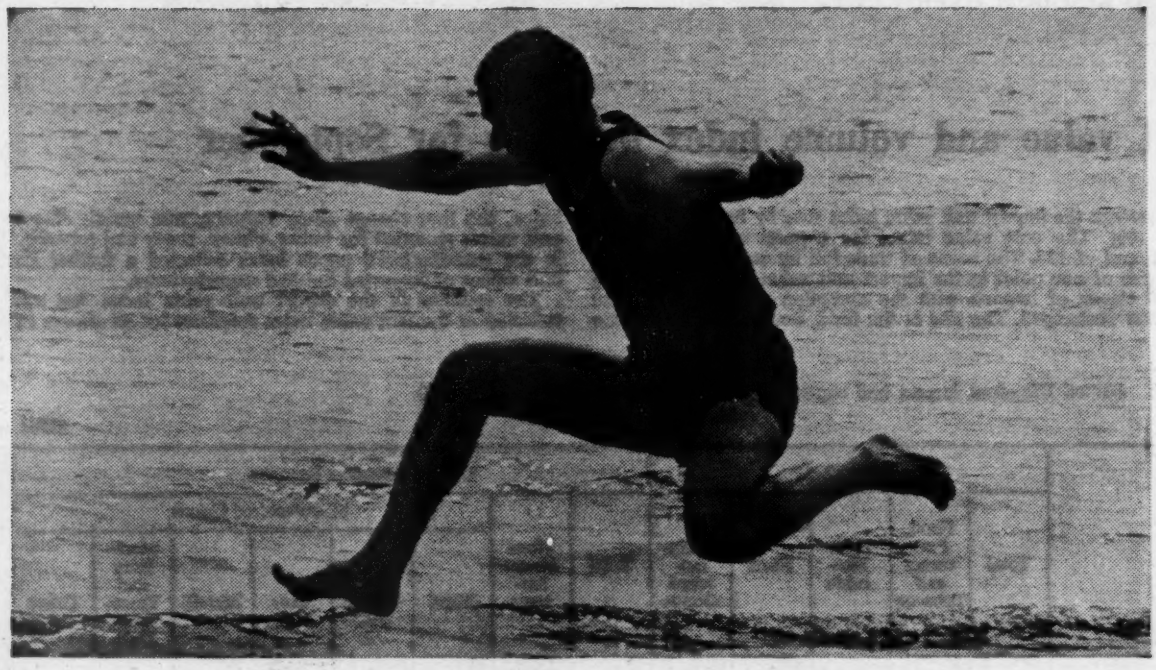

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for September

IN SEPTEMEBR the import unit value index rose by one point to 123 (1961=100). The unit value index for exports remained at the August level of 125. The terms of trade fell by one point to 102.

The rise of one point in the import unit value index was spread over all classes of imports with the exception of fuels where the index was unchanged. The rise in the food, beverages and tobacco index, the first change since January, was mainly due to higher unit values recorded for butter, cheese, sugar and tobacco. The rise in the manufactured goods index reflected a further rise in the unit values of imported finished manufactures.

The stability of the export unit value index last month was reflected in the unit value index numbers for all classes of exports.

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	IMPORTS					UNITED KINGDOM EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967 . . .	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter .	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter .	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter .	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter .	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter .	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter .	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter .	122	120	109	107	136	125	107	128	115	116	132	132	129	103
1967 January .	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February .	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March . .	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April . .	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May . .	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June . .	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July . .	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August . .	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September .	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October .	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November .	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December .	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January .	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February .	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March . .	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April . .	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May . .	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June . .	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July . .	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August . .	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September .	123	121	110	107	137	125	107	128	115	116	132	132	129	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

The seasonally adjusted export volume index at 143 in September was about 1 per cent higher than in August. The volume of exports in the three months July to September was about 7 per cent higher than in the preceeding three months. The volume index for imports at 145 in September was about 1 per cent lower than in August and 2 per cent lower than in July.

Further discussion on trends in prices and volume is incorporated in the article on United Kingdom trade in the third quarter which appears elsewhere in this *Journal*.

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164

(Continued on next page)

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VALUE AND VOLUME INDEX NUMBERS, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			*0 and 1*	*2 and 4*	*3*	*5 to 8*			*0 to 4*	*5 to 8*	*5*	*65*	*67 to 69*	*7*	
Weights . .	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1966 1st quarter .	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter .	*121*		*99*	*99*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter .	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter .	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter .	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter .	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter .	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter .	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter .	*146*	*144*	*113*	*109*	*165*	*190*	*186*	*135*	*146*	*134*	*167*	*105*	*120*	*130*	*152*
2nd quarter .	*142*	*141*	*105*	*112*	*178*	*183*	*178*	*130*	*139*	*129*	*167*	*104*	*115*	*123*	*146*
3rd quarter .	*147*	*144*	*105*	*112*	*180*	*196*	*189*	*139*	*162*	*138*	*171*	*112*	*123*	*130*	*165*
1967 January .	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February .	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March .	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April . .	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May . .	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June . .	*131*	*130*	*107*	*99*	*136*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July . .	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August .	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September .	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October .	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November .	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December .	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January .	*141*	*140*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February .	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*
March .	*146*	*145*	*116*	*108*	*164*	*190*	*187*	*131*	*136*	*131*	*173*	*101*	*119*	*124*	*150*
April . .	*144*	*143*	*108*	*115*	*174*	*182*	*179*	*130*	*130*	*131*	*164*	*102*	*118*	*126*	*154*
May . .	*146*	*143*	*109*	*113*	*170*	*192*	*184*	*129*	*134*	*129*	*167*	*106*	*112*	*127*	*137*
June . .	*137*	*135*	*100*	*108*	*190*	*176*	*171*	*129*	*153*	*127*	*170*	*104*	*116*	*117*	*149*
July . .	*148*	*147*	*108*	*112*	*187*	*195*	*190*	*134*	*152*	*134*	*163*	*110*	*120*	*131*	*150*
August .	*147*	*143*	*105*	*111*	*178*	*199*	*188*	*141*	*177*	*139*	*171*	*112*	*130*	*126*	*177*
September .	*145*	*143*	*103*	*113*	*176*	*194*	*188*	*143*	*156*	*140*	*181*	*116*	*120*	*132*	*170*

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

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'EFTA Bulletin' for November

THE ROLE of iron and steel in the economies of EFTA's member countries is examined in the latest *EFTA Bulletin*. The November issue also contains an article on icebreakers from Finland and details of revenue duties for Austria, Norway and Portugal.

Copies of the *EFTA Bulletin* can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479 and 2480).

Hire purchase and other instalment credit busness in September–correction

THE FOLLOWING correction should be made to Table 4 of the hire purchase and other instalment credit article, published in the *Board of Trade Journal* of November 8, page 1241. The index number for September 1968 in the last column headed 'Radio and electrical, etc., goods shops' should read 88, and not 83.

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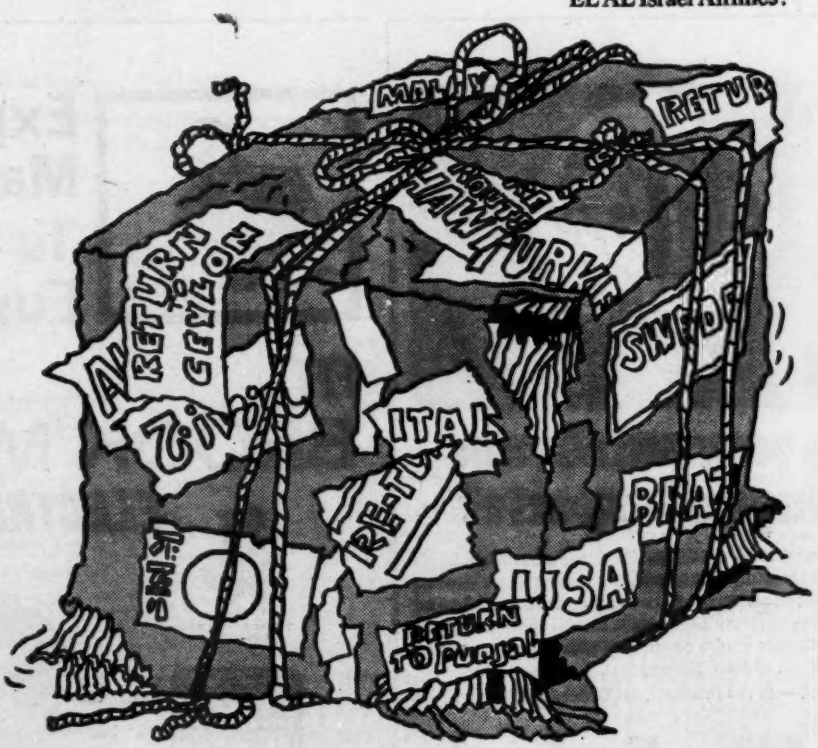
EL AL Israel Airlines.



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WHOLESALE PRICE INDEX NUMBERS

Slight increase in output prices in October

THE PROVISIONAL price index for home market sales of all manufactured products increased slightly in October. However, this brought the rise in the last three months to only ¼ per cent, and in the last six months to under ¼ per cent. Compared with last October, the month preceding devaluation, the year's rise has amounted to 4½ per cent.

Having risen by ½ per cent in September, the provisional price index for basic materials and fuel used in manufacturing industry increased by the same amount in October. A continued rise in the prices of imported sugar and cocoa beans accounted for most of the increase. The increases in September and October brought the index to a level little different from that six months earlier, but 9 per cent higher than in October last year.

Materials and fuel used by broad sectors of industry

Varying increases were recorded in the provisional price index numbers for materials and fuel used by most broad sectors of industry, with that for the paper industries unchanged and with the index for the chemicals and allied industries down a little. The biggest rise was of 1½ per cent in the index for the food manufacturing industries, due to higher prices for imported sugar, cocoa beans and home produced cereals. Higher prices for jute and wool accounted for a 1 per cent rise in the index for the textile industries.

Output of broad sectors of industry

The only significant change in October in provisional price index numbers for broad sectors of industry was in the food manufacturing industries. Here the rise of ¼ per cent was due principally to a 5 per cent rise in the price of refined sugar,

Revised series of wholesale price index numbers

IT WAS announced in the *Board of Trade Journal* of October 18 that the present series of wholesale price index numbers, which are on the base 1954=100, will be replaced early next year by a new series based on 1963=100,

1954=100 series

Since the wholesale price index numbers are used in long term contracts to take account of changes in cost of materials, the Board of Trade will continue to publish the indices which appear in Table 1, on the base 1954=100, at least until December 1971, and requests for the continued publication on this basis of other index numbers will be considered. The indices based on 1954=100 will show the same month-to-month movement as the corresponding indices in the new (1963=100) series from the month in which the latter is introduced.

1963=100 series

The new series of index numbers will be based on average prices in 1963 and will be combined according to the pattern of materials purchased and manufactured products sold during that year as recorded in the census of production. Annual average index numbers for each year since 1963 will be published, and monthly figures from January 1968. These figures may show different movements from those of the old series, as the result of the combination of price movements according to the 1963 instead of the 1954 census pattern of purchases and sales. Monthly figures before January 1968 will not be published, but will be supplied on request so far as they are available.

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Exporting Machines To Europe?

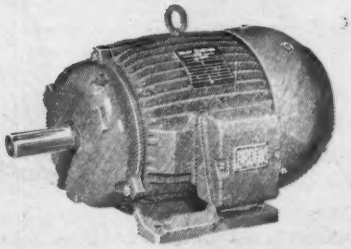
FIT

BROOK 'METRIC'

ELECTRIC MOTORS

1968 THE QUEEN'S AWARD TO INDUSTRY

BROOK ELECTRIC MOTORS



BROOK MOTORS LTD · HUDDERSFIELD

66/1

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967		1968			1967	1968							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·6	113·6	120·6	118·8	118·3*	109·5	121·5	119·1	118·2	119·0	118·0	118·0	118·7*	119·4*
	Basic materials	102·6	108·3	115·9	113·8	113·3*	103·6	116·9	114·2	113·2	114·1	113·1	113·0	113·8*	114·6*
	Fuel	154·4	156·5	156·6	156·8	156·9*	156·2	156·6	156·8	156·8	156·8	156·8	156·9	156·9*	157·1*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	110·9	116·7	125·3	122·8	122·1*	111·9	126·8	123·5	122·0	122·9	121·9	121·8	122·4*	122·5*
	Basic materials other than fuel	103·3	110·0	119·8	116·8	116·0*	104·5	121·6	117·6	115·9	116·9	115·8	115·7*	116·3*	116·5*
211 to 229	Materials and fuel used in the food manufacturing industries.	103·9	107·5	110·8	110·8	110·1*	104·5	110·5*	110·3	110·8	110·1	110·0	109·7	110·5*	112.3*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·9	119·0	124·9	125·2	122·4*	116·6	125·6	125·3	125·4	124·9	122·5	122·5	122·1*	121·9*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	146·7	150·9	156·9	153·9	153·5*	147·6	158·8	155·0	152·8	153·8	153·4	153·2	153·9*	154·2*
	Materials and fuel used in the electrical machinery industry.	138·7	145·0	154·2	148·9	147·9*	140·2	157·2	150·8	147·2	148·7	147·6	147·5	148·5*	148·6*
Order X	Materials and fuel used in the textile industries	91·6	93·8	99·9	99·9	100·2*	90·6	100·0	99·9	99·6	100·2	100·1	99·9	100·6*	101·8*
Order XIV	Materials and fuel used in the timber industries	122·7	124·6	130·3	132·0	133·2*	122·8	131·1	131·5	132·0	132·5	132·7	132·9	134·2*	134·6*
481 to 483	Materials and fuel used in the paper industries	113·8	115·8	119·2	122·1	122·4*	113·8	119·5	121·9	122·2	122·2	122·4	122·3	122·3*	122·3*
Order XVII	Construction materials	134·5	136·2	139·2	140·2	140·8*	135·2	139·9	140·0	139·8	140·6	140·7	140·7	141·0*	141·3*
Part of Order XVII	House building materials	135·7	137·7	141·4	142·8	143·7*	136·6	142·4	142·6	142·5	143·4	143·6	143·6	143·9*	144·4*

*Provisional figures.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

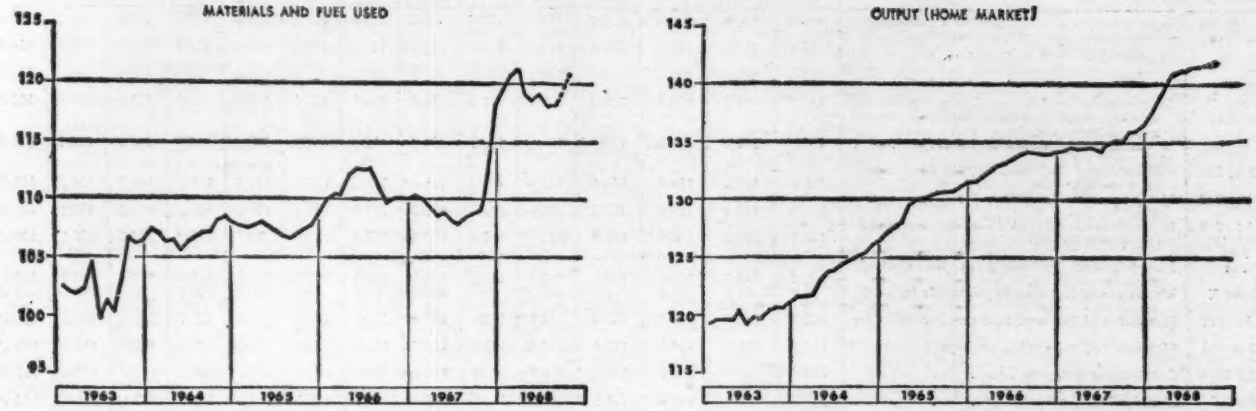
1958 Standard Industrial Classification Minimum List Headings		1967		1968			1967	1968							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
Orders III to XVI	All manufactured products: Total sales	134·6	135·9	139·1	141·6	142·4*	135·2	140·2	140·9	141·9	142·0	142·2	142·4	142·4*	142·6*
	Home market sales	135·1	136·0	138·7	140·9	141·5*	135·7	140·0	140·7	140·9	141·1	141·4	141·5	141·5*	141·7*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	134·4	136·1	139·8	142·4	143·0*	135·2	141·0	141·5	142·7	142·9	142·9	143·0	143·1*	143·2*
	Home market sales	134·7	135·9	139·2	141·3	141·6*	135·4	140·6	141·1	141·3	141·5	141·6	141·6	141·7*	141·8*
211 to 229	Products of the food manufacturing industries: Home market sales	125·5	126·3	128·6	130·5	130·6*	126·1	129·7	129·9	130·5	131·0	130·8	130·7	130·4*	131·1*
263 to 277	Chemicals and allied industries: Total sales	110·0	110·6	114·7	115·9	115·5*	110·5	115·4	115·8	115·8	116·1	115·6	115·5	115·5*	115·4*
	Home market sales	111·0	111·6	115·7	117·0	116·1*	111·3	116·5	116·9	117·0	116·9	116·3	116·1	116·1*	116·0*
311 and 312	Iron and steel industries: Total sales	136·7	137·3	138·1	138·8	139·1*	136·8	138·4	138·4	138·9	138·9	139·2	139·1	139·1*	139·1*
	Home market sales	142·1	142·5	142·9	143·4	143·4*	142·9	143·2	143·4	143·4	143·4	143·4	143·4	143·4*	143·4*
Orders VI to IX	Engineering and allied industries: Total sales	140·6	142·2	145·3	148·2	149·0*	141·1	146·1	146·7	148·9	149·0	148·8	149·1	149·2*	149·3*
	Home market sales	137·9	139·3	142·6	144·2	144·4*	138·4	143·7	144·1	144·2	144·4	144·4	144·3	144·6*	144·6*
Order X	Textile industries other than clothing: Total sales	112·6	113·0	115·9	117·1	117·9*	112·4	116·1	116·5	117·3	117·5	117·9	117·8	118·0*	118·2*
	Home market sales	110·6	111·2	114·0	114·8	115·8*	110·4	114·3	114·5	114·6	115·1	115·6	115·8	116·1*	116·4*
Order XII	Clothing and footwear: Home market sales	120·5	120·7	121·6	122·3	122·9*	120·6	121·8	121·9	122·3	122·7	122·8	122·9	123·1*	123·3*
Order XIV	Timber industries: Home market sales	125·4	126·0	131·1	133·1	133·6*	125·4	132·2	132·7	133·2	133·4	133·3	133·6	133·8*	133·8*
481 to 483	Paper industries: Home market sales	120·9	120·3	126·2	128·4	128·3*	120·3	127·6	128·4	128·4	128·4	128·3	128·3	128·3*	128·4*
Order XVII	New construction‡	143	143	145	147			145			147				

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

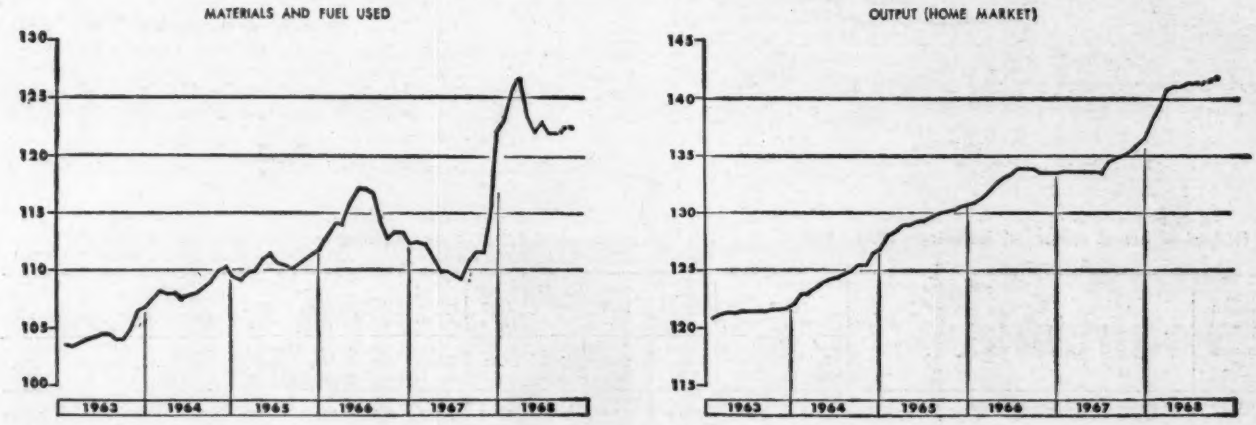
(Continued on next page)

WHOLESALE PRICES INDEX NUMBERS 1954 = 100

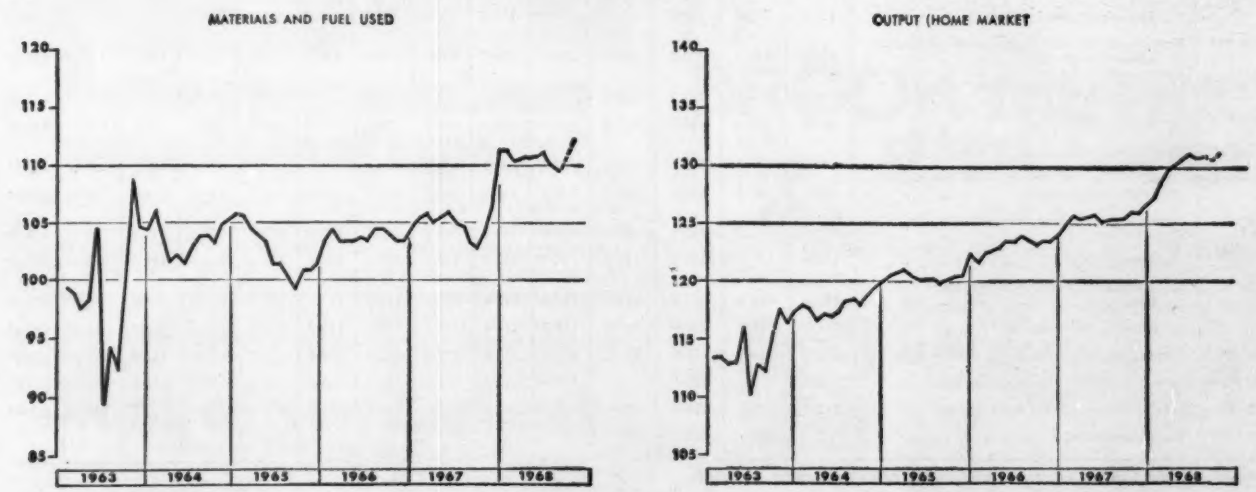
ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)



FOOD MANUFACTURING INDUSTRY



3(a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968. (monthly averages)

	1967	1968			
	Oct.	April	Aug.	Sept.	Oct.
Coal†§	175·0	174·2	167·6	167·6*	173·6*
Slates	180·9	189·0	189·0	189·0	189·0
Salt	123·3	123·1	123·1	123·1	123·3
Flour	125·9	132·6	132·6	132·6	132·6
Sugar, refined	117·2	114·5	114·2	114·4	120·2
Chocolate and sugar confectionery	114·1	118·5	120·9	121·0	121·1*
Beer	136·4	137·0	137·5	138·2	138·2*
Tobacco and cigarettes	154·3	158·7	162·1	162·1	162·1
Hard coke	186·5	186·5	191·2	191·2*	191·2*
Motor spirit, standard grade (including duty)	135·9	144·8	144·8	144·8	144·8
Medium fuel oil (950 secs.)	160·3	160·3	155·5	155·5	155·5
Lubricating oils and greases	134·6	142·3	142·4	142·1	142·1*
General chemicals	105·6	108·5	108·7	108·8*	108·6*
Pharmaceutical chemicals	57·6	58·3	57·8	57·9	57·8*
Pharmaceutical preparations	103·1	104·8	105·5	105·4*	105·3*
Toilet preparations	150·1	158·7	158·7	158·7*	158·7*
Paint for building and decorating	116·6	117·9	120·5	120·5	120·5*
Soap	153·6	156·9	157·6	157·6*	157·6*
Soapless detergents	101·8	104·7	105·0	105·2	105·2*
Synthetic resins and plastic materials	73·8	76·4	76·3	76·3	76·3*
Steel sheets	137·0	137·1	137·1	137·1*	137·1*
Tinplate	128·3	128·9	128·9	128·9*	128·9*
Other steel goods (excluding tubes)	141·8	142·5	142·5	142·5*	142·5*
Steel tubes	156·7	159·2	159·3	159·3*	159·3*
Iron castings	156·5	157·9	158·0	157·9*	159·2*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·8	163·9	167·0	167·0	167·0
Rolled	142·2	155·9	159·3	159·3	159·3
Castings	155·5	162·2	167·2	167·2	167·2*
Forgings	144·7	149·7	149·7	150·2	151·5
Brass, ingot 65-35, B.S. 1400: B3, delivered	155·9	187·8	181·0	191·9	195·7
Photographic paper and films, etc.	133·3	145·5	145·7	145·7	145·7*
Spectacles, etc.	140·4	141·4	141·4	141·4	141·4*
Dental goods	150·5	159·8	160·2	160·0	162·5*
Gramophone records	146·5	145·6	146·1	146·1	146·1*
Domestic electrical appliances	103·1	103·6	103·7	103·7*	103·7*
Perambulators, etc.	133·0	137·3	137·7	140·3	142·0*
Tools and implements	161·6	169·3	170·6	171·0	171·4*
Cutlery	140·0	143·2	143·0	142·9	143·7*
Cutlery (other than razors and razor blades)	151·2	158·6	158·6	159·0	160·0*
Spoons and forks	172·7	188·7	210·8	211·4	210·6*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	177·2	186·2	186·2	186·2	186·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	97·7	112·9	116·0	116·8	116·8*
Spun rayon yarn	99·1	103·1	105·1	105·1	105·1*
Irish linen yarns (wetspun)	122·1	125·7	128·7	128·7*	128·7*
Cotton cloth	105·3	116·6	119·4	120·1	120·1*
Linen	137·0	142·0	142·3‡	142·7	143·0*
Wool tops	65·4	71·9	72·4	72·8	75·9
Worsted yarns	89·1	93·9	95·7	95·9	98·0
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	101·1‡	109·4	110·4	110·6	111·4
Jute yarn	130·2	146·7	142·1	142·5	151·4
Jute piece-goods	147·6	147·0	147·0	147·0	148·4
Rope, twine and net	117·7	120·6	121·2	121·2	121·4*
Hosiery and other knitted goods	102·3	102·1	102·4	102·5*	102·7*
Carpets and rugs	131·8	132·0	132·1	132·9	133·7*
Canvas goods and sacks	101·0	104·5	110·9	110·9*	110·9*
Leather for footwear	121·9	129·1	132·5	134·8	134·8*
Travel goods	138·4	141·4	141·7	141·8	141·8
Made-up clothing	119·8	120·9	121·8	121·9*	122·1
Weatherproof outerwear	107·2	107·9	108·0	108·1	108·3*
Men's and boys' tailored outerwear	122·6	122·6	123·7	123·8*	123·9*
Women's and girls' tailored outerwear	117·9	119·4	120·2	120·2*	120·2*
Women's and girls' light outerwear	118·0	119·7	120·2	120·2*	120·5*
Footwear (excluding rubber)	120·9	122·5	123·4	123·8*	124·2*
Refractory goods, including bricks	153·0	159·5	159·5	159·5	159·5*
Non-refractory goods, including bricks	136·5	140·5	141·4	141·3*	141·4*
Building bricks, common, other than fletton, *ex works*	144·6	148·6	149·9	149·9*	149·9*
Building bricks, fletton, common, *delivered*	123·5	130·2	132·2	132·2	132·2*
Electrical porcelain	137·6	139·8	141·0	141·0	141·0
Domestic china and earthenware	163·3	171·4	171·9	171·9	171·9*
Glass (other than containers)	144·5	147·0	145·9	146·1	146·1
Glass containers	130·4	131·3	129·5	129·5	129·5
Cement, delivered	132·0	132·0	132·0	132·0	132·0

*Provisional figure.
†This index is based on prices ruling on the last day of the month.
§Revised figure for July 1968 = 167·6.
‡Revised figure.

(Continued on next page)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

WHOLESALE PRICE INDEX NUMBERS, *continued*

3(a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Oct.	April	Aug.	Sept.	Oct.
Abrasive paper and cloth	134·4	143·8	143·8	143·8	143·8*
Cast stone and cast concrete products	117·9	121·6	121·6	121·6*	121·6*
Home-grown hardwood	106·8	108·5	109·1	109·2*	109·2*
Joinery	143·6	154·0	155·4	155·4	155·4*
Domestic furniture	127·5	134·1	134·5	134·6*	134·6*
Bedding, etc.	119·2	125·0	125·5	125·5*	125·5*
Wooden boxes, packing cases, crates, etc.	129·7	134·8	136·0	136·0*	136·0*
Paper and board	114·7	125·0	125·0	125·0*	125·0*
Cardboard boxes, cartons and fibreboard packing cases	122·8	127·7	127·7	127·7*	127·9*
Wallpaper	143·2	160·3	160·3	160·6	160·6
Paper bags	122·3	129·2	126·2	126·2	126·2*
Manufactured stationery	128·0	135·3	135·6	135·6	135·6*
Other manufactures of paper and board	116·0	124·7	124·7	124·7	124·7
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	123·5	128·2	129·9	130·0*	130·1*
Rubber footwear	137·3	142·2	142·2	142·2	142·2
Linoleum and felt base	151·4	164·8	166·5	166·5	166·5*
Brushes and brooms	145·7	153·3	153·3	153·3	153·3*
Toys and games	132·9	137·0	137·7	137·7*	137·7*
Sports equipment	147·1	148·8	149·5	149·5	149·5*
Pens and pencils	116·3	120·0	121·3	121·6*	121·8*
Other stationers' goods	136·5	139·1	139·5	139·5	139·5*
Plastic mouldings	107·9	110·5	110·4	110·5*	110·5*

*Provisional figure.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Oct.	April	Aug.	Sept.	Oct.
Hides and skins	86·4	100·3	103·2	106·3	109·0
Imported	96·8	108·2	108·9	111·3	113·6
Native	70·8	88·4	94·8	98·9	102·1
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	146·6	152·6	152·6	152·6
Copper, ex-ship, wharf or warehouse†	166·1	213·6	179·8	188·9	183·8
Lead, ex-ship, wharf or warehouse†	85·0	103·0	109·7	110·3	108·7
Nickel, refined, delivered	158·9	185·4	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price†	165·3	182·6	180·1	180·5	182·9
Zinc, ex-ship, wharf or warehouse	122·4	139·5	145·3	142·2	141·3
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	123·6	143·6	146·4	150·3	150·3*
Palm oil, c.i.f., in bulk	101·8	100·8	81·7	75·4	75·4
Whale oil, acid, soft, naked, ex-works	41·9	34·2	53·8	55·1	55·1*
Pyrites, c.i.f. United Kingdom ports	75·7	92·5	89·7	88·4	87·7
Rubber, No. 1 R.S.S. one month future	81·8	86·3	97·2	96·1	99·7
Sulphur, crude (for acid making), c.i.f.	128·1	145·2	144·5	144·5	144·5
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	161·2	178·2	179·3	180·6	182·7*
Cotton, raw	68·8	79·5	78·1	77·1	77·0
Jute, raw, PWC grades, c.i.f. Dundee	152·1	162·9	175·9	177·7	188·8
Jute, raw, PWB grades, c.i.f. Dundee	141·2	148·4	159·7	159·7	169·6
Silk, raw, delivered mill	218·0	223·3	224·7	225·4	223·6*
Sisal, East Africa No. 1, 1 Grade c.i.f. London	75·2	81·7	92·6	95·4	95·7*
Wool, raw	67·4	78·6	76·8	79·1	81·3*
Crossbred, medium and coarse, c.i.f. UK	62·8	63·2	63·9	73·4	77·8
Crossbred, fine, c.i.f. UK	67·7	84·7	79·1	83·2	84·6
Merino, c.i.f. UK	69·2	83·2	80·6‡	81·4	83·8
Timber:					
Imported hardwood (ex-yard or wharf)	121·0	136·7	138·7	139·5*	139·8*
Imported plywood (delivered to consumers)	111·7	123·6	127·2	127·3	127·5
Imported softwood (delivered to consumers)	118·3	130·1	132·2	133·1	133·5
Woodpulp, imported	100·5	112·0	113·4	113·4*	113·4*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session. ‡ Revised figure.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 23, 1968.

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Assets and liabilities of hire purchase finance companies

AT THE END of September 1968, instalment credit debt owed to finance houses stood at £818 million. This was a rise of £5 million on the previous quarter and similar to the increase recorded between the first two quarters. These figures do not allow for seasonal influences; on a seasonally adjusted basis there was an increase in the third quarter of £9 million in contrast to the fall of £24 million in the second quarter. This increase in net borrowing reflects the revival in credit sales in the third quarter from the depressed level in the second quarter.

A decrease of £11 million in other advances and loans was partly offset by an increase in other securities of £6 million; this together with other small movements reduced total assets by £3 million, the first decrease since March 1967.

The most significant change in selected liabilities in the quarter was the increase of £28 million in borrowing from United Kingdom banks following the large decline of £48 million in the previous quarter. This increase was partly offset by a fall of £17 million in bills discounted with United Kingdom banks and discount houses.

Deposits showed little change in total, but there were quite large contrary movements within the aggregate. Deposits by other United Kingdom financial institutions rose by £15 million while deposits by overseas residents fell by £17 million. Deposits by overseas residents had fallen by £19 million in the previous quarter, and have, in fact been falling almost continuously in recent quarters, the level at the end of September 1968 being £54 million, compared with £152 million at the end of June 1966.

As a result of this and other small movements, the total of selected liabilities increased by £15 million.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at Dec. 31, 1964	Dec. 31, 1965	Dec. 31, 1966	Dec. 31, 1967	Mar. 31, 1968	June 30, 1968	Sept. 30, 1968
Assets with United Kingdom financial institutions other than banks	9	7	12	9	9	8	8
Trade investments and investments in unconsolidated subsidiaries	41	54	52	60	61	63	60
Other securities	20	20	35	24	16	17	23
Hire-purchase, credit sales and other instalment credit outstanding (1)	803	894	807	786	807	813	818
Other advances and loans	117	133	120	127	124	125	114
Total of Selected Assets	990	1,108	1,026	1,006	1,017	1,026	1,023
Selected Liabilities							
Bills discounted with United Kingdom banks and discount houses	111	114	121	106	112	137	120
Deposits by:							
(a) United Kingdom Banks	84	106	85	85	90	104	102
(b) Other United Kingdom financial institutions	55	61	76	71	69	63	78
(c) United Kingdom non-financial companies	203	255	262	249	228	254	261
(d) Other United Kingdom residents	66	96	115	104	104	106	105
(e) Overseas residents	86	136	131	88	90	71	54
Total deposits	494	654	669	597	581	598	600
Other borrowing:							
(a) United Kingdom Banks (net) (2)	116	113	47	84	109	61	89
(b) Other United Kingdom financial institutions	7	7	3	9	9	6	6
(c) United Kingdom non-financial companies	2	2	1	1	1	1	1
(d) Other United Kingdom residents	7	6	5	7	7	7	7
(e) Overseas residents	—	—	—	—	1	1	—
Total other borrowing	132	128	56	101	127	76	103
Unearned finance charges	88	96	81	90	96	96	98
Issued capital and reserves (3)	172	174	180	186	188	188	189
Total of Selected Liabilities	997	1,166	1,107	1,080	1,104	1,095	1,110

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— Indicates less than £0·5 million.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

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HMSO

Trends in company finance

THIS ARTICLE discusses the analysis of the accounts of quoted companies for accounting years ending between April 1967 and March 1968. It presents the analysis of accounts received during the third quarter of 1968 and comments on the preliminary results for the year as a whole.

Between July 1 and September 30, 1968 the accounts of 457 companies were analysed. Together with the other 1,235 companies whose accounts for the year ending on April 6, 1967 or later were received and analysed earlier, these account for about 90 per cent of both income and assets of all quoted companies whose accounts are included in the Board of Trade analysis. The balance is represented by about 300 companies whose accounts for 1967 had not been received by September 30, 1968.

The spread of accounting dates

Companies accounting dates in 1967 followed their usual pattern and in each quarter's analysis one particular accounting month has predominated. Of the 607 accounts received up to the end of March 1968, 21 per cent related to a year ending in June 1967 and 28 per cent to a year ending in September 1967. However, the degree of concentration was far more marked in respect of the accounts received in the second and third quarters of 1968; of the accounts received between April 1, and June 30, 1968 over 68 per cent had an accounting year ending in December 1967 and in the following three months up to September 30 about 74 per cent of the accounts related to a year ending in March 1968. For the year as a whole, 33 per cent of the companies analysed had accounting years ending in December 1967 and 25 per cent in March 1968.

Investment grants

Of the 457 companies whose accounts were analysed in the third quarter of 1968, 250 (about 55 per cent) explicitly incorporated investment grants in their accounts. Of this number, 140 companies deducted the value of the grants from expenditure on the relevant tangible fixed assets. If the value of the grants had not been deducted, the value of the tangible fixed assets, net, given in Table 1 accompanying this article would have been some £20 million higher. However, the value of such grants has been added back in the Sources and Uses of Funds summaries at Tables 2 and 3 and the £20 milion included in the figures given therein for 'other capital receipts' and 'expenditure on tangible fixed assets' respectively. In the remaining cases, involving 110 companies, fixed assets were stated at cost before deducting the value of investment grants which were either included with a company's reserves or transferred to the profit and loss account. Additions to reserves on account of investment grants were almost £12.8 million and transfers to the profit and loss account totalled some £1.6 million.

Of the 1,692 companies whose accounts for 1967 had been received and analysed up to the end of September 1968, just over half explicitly included investment grants in their accounts. Out of 931 companies showing investment grants totalling £205 million in their accounts, 564 companies deducted the value of the grants (amounting to £105 million) from expenditure on fixed assets. Of the residual £100 million, by far the greater part (£93 million) was added to reserves, while £7 million was aded to the profit and loss account.

Table A. Appropriation of income and capital receipts

£ million

	Accounts received between July 1 and September 30, 1968		Accounts received up to September 30, 1968	
	1966	1967	1966	1967
Gross income	724	779	2,984	3,125
Depreciation provisions and amounts written off	203	209	837	895
Tax appropriation	264	217	1,079	853
Of which:				
Income tax on dividend distributions	(78)	(—)	(307)	(—)
Other taxation	(186)	(217)	(772)	(853)
Interest on long-term loans	39	48	157	199
Dividend distributions	128	212	521	863
Of which:				
Net dividends	(128)	(125)	(521)	(507)
Income tax on dividend distributions	(—)	(87)	(—)	(356)
Retained profits	90	94	389	316
Of which:				
Income tax retained on dividend distributions	(12)	(—)	(59)	(—)
Other retentions	(78)	(94)	(330)	(316)
Other capital receipts:	10	52	32	299
Of which:				
Investment grants	(—)	(34)	(—)	(205)
Other capital receipts	(10)	(18)	(32)	(94)

Profits and turnover

Of the 457 companies reporting between July 1 and September 30, 1968, 381, or over 83 per cent gave figures of turnover in their accounts; upwards of 357 companies had accounting years ending on or after January 28, 1968, for which turnover is required to be given by the Companies Act, 1967.

Excluding 118 companies which did not give comparable figures for 1966, the turnover of the remaining 263 companies rose by over 8.4 per cent between 1966 and 1967 (from £4,792 million to £5,197 million). At the same time, trading profits of the same group of companies showed an increase of 10.7 per cent over 1966, rising from £476 million in 1966 to £527 million in 1967, implying a rise in the ratio of profits to turnover from 9.9 per cent in 1966 to 10.1 per cent in 1967. In manufacturing industry which accounted for 211 of the companies reporting in the quarter and providing turnover figures for both 1966 and 1967 there was a rise in turnover in 1967 of 8.9 per cent over the previous year (from £3,407 million to £3,711 million) and an even sharper rise in trading profits of 10.5 per cent (from £389 million to £430 million), again implying an increase in margins of about 0.2 per cent (11.4 per cent in 1966 compared with 11.6 per cent in 1967). The remaining 52 companies were in the distributive and service industries and here the margin of profits to turnover similarly increased by 0.2 per cent from 6.3 per cent in 1966 to 6.5 per cent in 1967 as a result of increases between 1966 and 1967 of 7.4 per cent in turnover and 11.5 per cent in profits.

Of the 1,692 quoted companies included in the Board of Trade analysis during the 12 months ending on September 30, 1968, a total of 869 included turnover figures in their accounts for 1967; of this number, 700 gave turnover for both 1966 and 1967. The analysis shows that the turnover of these 700 companies rose by 6.6 per cent from £21,971 million in 1966 to £23,428 million in 1967. During the same period trading profits of the same companies increased from £2,055 million to £2,208 million, a rise of about 7.4 per cent, so that profit margins were only a little higher than in the previous year at 9.4 per cent compared with 9.3 per cent in 1966. Of the 22 broad industry groups for which separate figures are prepared nine increased their profit margins in 1967, notably shipbuilding and marine engineering (from 5.8 per cent in 1966 to 8.5 per cent in 1967) and clothing and footwear (from 8.5 per cent to 10.2 per cent). For a further seven industries there was a downward trend in profit margins, with drink (down from 12.9 per cent to 11.8 per cent) and metal manufacture (down from 8.9 per cent to 8.2 per cent) being perhaps the most worthy of note. The remaining six industries recorded no appreciable change in the ratio of profits to turnover between 1966 and 1967.

Company income

For the third successive quarter, trading profits of quoted companies included in the Board of Trade analysis of company accounts have shown a marked increase over 1966 and for those 457 companies reporting in the third quarter of 1968 gross trading profits in 1967, which amounted to £740 million, were 7 per cent above the level of 1966 (£693 million), thus maintaining the pattern set by companies reporting in the previous quarter.

In manufacturing there was a rise of 6 per cent in trading profits (from £553 million in 1966 to £586 million in 1967) for those companies included in the analysis between July 1 and September 30, 1968. This quartely analysis shows that of the 22 broad industry groups for which separate figures are calculated, 16 recorded in-

creased trading profits compared with 1966, the increases ranging from 4 per cent (non-electrical engineering and miscellaneous services) to 60 per cent (shipbuilding and marine engineering); four industries had trading profits below the level of the previous year of which perhaps the most significant was electrical engineering where profits at £72 million were £9 million (11 per cent) below the 1966. figure. In the tobacco and leather and leather goods industries there was no change in profits.

Gross trading profits for all companies as estimated quarter by quarter by the Central Statistical Office for the 12 months ending March 31. 1968 were just over 9 per cent above the level for the previous 12 months. However, profits in the first quarter of 1968 in this series were more than 17 per cent above the level for the same quarter a year earlier.

Gross income, comprising trading profits, investment and other income of the 1,692 companies included in the annual analysis for 1967 rose from £2,984 million in 1966 to £3,125 million in 1967, an increase of almost 5 per cent; this compares with a fall of more than 2 per cent between 1965 and 1966. For those companies reporting in the third quarter of 1968 gross income rose by almost 8 per cent from £724 million in 1966 to £779 million in 1967, thus continuing the upward trend which commenced with the accounts for 1967 received and analysed in the first quarter of 1968.

In the quarter covered by the present analysis and over the 12 months ending on September 30, 1968 the accounts analysed reflect only marginally the transitional arrangements for the treatment of income tax on dividends introduced under the provisions of the Finance Act, 1965. In 1967 the gross cost of a dividend was in general borne by the company, shareholders receiving the net amount; tax due on these dividends was remitted direct to Inland Revenue. Except in a few isolated cases (accounting for dividend distributions, net, of £1.6 million over 1967 as a whole) dividend payments were shown gross of tax in the accounts and dividend distributions for 1967 in Table 2 are. therefore, also shown gross. But, the accounts for the same companies in 1966 included dividend distributions which were stated partly gross and partly net of income tax, depending on whether payment was made before or after April 6, 1966 and in the analysis for 1966 these dividends were calculated net of income tax and the tax payable thereon included in the figure for taxation. For those companies, therefore, whose accounts were analysed between July 1 and September 30, 1968 of the £128 million dividends, net, in 1966, £112 million was paid after April 6, 1966 and taxation thereon amounted to £79 million added to taxation. The remaining £16 million was distributed prior to the above date and since no income tax was payable on this amount, retained profits were increased by £12 million.

Over the year as a whole, of the £521 million dividends, net, in 1966, £438 million was distributed after April 6, 1966 and income tax of £308 million thereon added to taxation. The balance of £83 million was paid to shareholders before April 6, 1966 and no income tax was payable thereon, retained profits being inflated by some £58 million.

To show more clearly the changes in the appropriation of income between 1966 and 1967 both of those companies in the present quarterly analysis and those analysed during the whole 12 months up to the end of September 1968, the figures forming part of Table 2 are set out in greater detail in Table A and highlight in particular the allowances that need to be made for tax and other changes. The breakdown of capital receipts also given in Table A shows that some two-thirds now consist of investment grants. The effect of the upward revaluation of overseas assets arising from the devaluation of sterling in November 1967 is also reflected in the increase between the two years.

For the second consecutive quarter dividend distributions (gross) were below those for 1966 for the same group of companies, although the drop of slightly under 3 per cent was less than the fall of 4 per cent recorded in the previous quarter. There was a similar drop of slightly less than 3 per cent in dividend distributions (gross) over the year as a whole with gross distributions in 1967 amounting to £863 million as against the 1966 figure (on a comparable basis) of £887 million. Had all dividends been declared gross in both 1966 and 1967 they would have accounted for 29.7 per cent and 27.6 per cent of gross income in 1966 and 1967 respectively for all companies analysed during the year up to the end of September, 1968; while for the 457 companies reporting in the third quarter of 1968 the figures would have been only marginally different from the annual figures at 30.1 per cent in 1966 and 27.2 per cent in 1967.

Tax appropriations continued to show a marked increase over 1966 and for those companies whose accounts for 1967 were analysed between July 1 and September 30, 1968 a figure of £217 million was recorded, a rise of almost 17 per cent over 1966 when the tax appropriation figure on a comparable basis was £186 million. Tax appropriations for all quoted companies covered by the annual analysis up to the end of September 1968 were significantly higher than in the previous year and amounted to £853 million in 1967, an increase of £81 million over a year earlier when the figure recorded (on a comparable basis) stood at £772 million.

There was a further sharp increase in the interest on long term loans and the trend that has been apparent in each of the three preceding quarters was thus continued; for the quarter there was an increase of some 23 per cent between 1966 and 1967. However, this was some improvement over the preceding quarter when the increase was 30 per cent and was below the increase for the year as a whole which at 26.8 per cent was on a par with the increase in long term loan interest recorded between 1965 and 1966.

Although for those companies whose accounts were analysed during the third quarter of 1968 depreciation provisions were again above the level of a year earlier, the increase of 4 per cent (from £194 million in 1966 to £202 million in 1967) was the lowest quarterly increase for some considerable time. For the year as a whole depreciation provisions were a little more than 7 per cent higher than in 1966 and represented slightly more of the gross income (28.3 per cent in 1967 compared with 27.6 per cent in 1966).

For the second quarter in succession the amount of internally generated funds available to finance companies' expansion (retained profits and depreciation provisions) was higher than that for the same companies in the previous year (£296 million in 1967 as against £272 million in 1966 – on a comparable basis). For all the companies covered by the year's analysis, retentions and depreciation provisions in 1967 amounted to £1,200 million and also topped the previous year's figure (calculated on the same basis) by some £46 million. However, in 1967 these internally generated funds accounted for slightly less of the gross income than in 1966 (38.4 per cent compared with 38.7 per cent).

Company expenditure

As was the case in the first and second quarters of 1968, expenditure by companies reporting during the third quarter rose considerably and at £790 million in 1967 was more than 31 per cent higher than for the same companies in 1966 when the total expenditure was £601 million. Taking the year as a whole expenditure was £351 million (14 per cent) higher than in 1966.

Companies reporting between July 1 and September 30, 1968 spent considerably more in 1967 on acquiring subsidiaries than they did a year earlier and the figure of £360 million for 1967 was some three and a half times the figure for 1966. More than 42 per cent of the expenditure was accounted for by the acquisition of Associated Electrical Industries by General Electric for £152 million. However, there were also a number of other large acquisitions by companies reporting in the third quarter of 1968 including those of Threlfalls Chester and of Fremlins by Whitbread & Co. (for £25 million and £10 million respectively), of Crofts Engineers Holdings by Renold (for £23 million), of Metal Industries by Thorn Electrical (for £15 million) and of Clutsom Penn International by Courtaulds (for £14 million). In all, these six acquisitions (including that of AEI by GEC) accounted for two-thirds of the total amount spent on the purchase of subsidiary companies during 1967 by companies covered by the present quarterly analysis.

Over the year as a whole expenditure on acquiring subsidiaries at £709 million was £340 million higher than for the same companies in 1966. It is perhaps significant that of this large sum spent by quoted companies on the purchase of subsidiaries almost two-thirds was accounted for by 15 large acquisitions of other quoted companies, each involving the expenditure of £10 million or more; in the preceding year there were only nine such acquisitions where the individual cost involved exceeded £10 million, and these accounted for less than half the total acquisition expenditure in 1966. The downward trend in the proportion of acquisition expenditure in the form of cash continued for the third year in succession and at only just over 33 per cent was well down on the 43 per cent recorded a year earlier. Table 4 provides details of the main features of acquisition expenditure for the years 1964 to 1967.

Although expenditure on tangible fixed assets in 1967 shows an apparent increase of some £76 million (5.6 per cent) over 1966, this is almost entirely the result of the inclusion in the 1967 figure

(*Continued on next page*)

TRENDS IN COMPANY FINANCE, *continued*

of the value of investment grants shown in the accounts as a deduction from expenditure on the relevant fixed assets. The inclusion of the value of investment grants in the figures for 1966 has a marked effect and instead of an increase in expenditure between 1966 and 1967 there is a slight drop of 0.8 per cent between the two years.

Accounts analysed during the third quarter showed a sharp increase in the rate of stockbuilding in 1967 (from £89 million in 1966 to £148 million in 1967); over 1967 as a whole however, stockbuilding fell by almost 5 per cent (from £305 million in 1966 to £291 million in 1967), but this was a vast improvement on the previous year when expenditure on stockbuilding was almost 43 per cent below the 1965 level. Nine of the 22 broad industries for which figures are calculated increased their level of stockbuilding in 1967, the largest increases occurring in metal goods not elsewhere specified (up by £92.1 million) and the chemicals and allied industries (up by £33.1 million); all the remaining industries recorded a falling off in expenditure on stocks between 1966 and 1967, from £0.2 million for transport and communication (excluding shipping) to £45.5 million for the electrical engineering industry. The level of expenditure on stocks in 1967 was also markedly lower than in the preceding year in the vehicle, metal manufacturing and non-electrical engineering industries.

There was a sharp reduction in net trade and other credit granted from £198 million in 1966 to £120 million in 1967. On the other hand the increase in liquid resources by way of cash and other short-term assets at £353 million was almost seven times the 1966 level; but this figure is almost certainly inflated to a considerable extent by the changed treatment of trade investments, since under the provisions of the Companies Act, 1967, particulars of trade investments are not required to be separately stated in the accounts but included with other investments by those companies having an accounting year ending on or after January 28, 1968. This provision of the Companies Act, 1967, is of course also reflected in the 1967 figure for expenditure on trade investments which shows a run-down of £157 million compared with expenditure in 1966 of £22 million.

The financing of expenditure

Over 1967 as a whole the level of internally generated funds (depreciation provisions and retained profits) was slightly below the 1966 level – £1,200 million in 1967 compared with £1,213 million in 1966 (which, however, included £59 million of income tax on dividends paid prior to April 6, 1966). In addition the increase in bank overdrafts and loans was at a very much lower level than in 1966 (£47 million as against £187 million). In the circumstances companies had once again to find other outside sources of finance. Over and above the shares and long-term loans issued by companies as consideration for the acquisition of subsidiaries a further £463 million was raised by the issue of long-term loans – just over £22 million less than in 1966. A further £62 million came from the issue of ordinary shares and again this was somewhat below the 1966 level of £64 million. The run-down of preference shares to the value of £17 million during 1967 reflects the continuing practice of converting such shares to long-term loans. Nevertheless it seems that this practice may be losing some of its impetus since the same companies a year earlier ran down their preference shares by £82 million.

For those companies whose accounts were received and analysed in the third quarter of 1968, bank loans and ovedrafts showed a run-down of almost £8 million compared with an increase of £17 million in the same period of 1966, while depreciation provisions and retained profits were £296 million against £284 million in

Table 1. Quoted companies: balance sheet summary

£ thousand

	Accounts received between July 1 and September 30, 1968				Accounts received up to September 30, 1968			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
Balance sheet at of year	1966	1967	1966	1967	1966	1967	1966	1967
Number of companies (a)	372	343	488	457	1,303	1,235	1,774	1,692
Fixed assets:								
Tangible fixed assets, net	1,766,472	1,851,717	2,269,650	2,391,413	8,230,014	8,758,280	10,303,771	10,970,524
Goodwill	209,937	233,878	261,089	290,464	586,549	595,581	744,654	765,352
Trade investments	194,232	—	228,173	—	696,257	720,200	787,237	780,431
Investment in unconsolidated subsidiaries	2,507	6,141	4,908	7,956	50,527	47,660	55,944	52,403
Total fixed assets, net	2,173,148	2,091,736	2,763,820	2,689,833	9,563,347	10,121,721	11,891,606	12,568,710
Current assets:								
Stocks and work in progress	1,337,106	1,480,934	1,577,220	1,728,842	5,268,949	5,510,110	6,212,560	6,482,184
Trade and other debtors, etc.	1,141,885	1,271,753	1,449,442	1,603,289	4,484,729	4,964,525	5,456,748	6,020,905
Investments (b)	91,831(1)	285,376(2)	102,158(1)	323,906(2)	264,058(1)	469,645(3)	301,428(1)	530,941(3)
Of which:								
British government securities	4,096	3,025	4,716	4,158	25,995	38,301	28,725	40,469
Loans to local authorities	2,414	4,660	2,910	5,091	11,580	12,054	14,747	13,445
Other and unclassified quoted securities	80,194	142,660	87,856	154,400	188,312	246,096	211,112	272,991
Unquoted	5,127	135,031	6,676	160,257	38,171	173,194	46,844	204,036
Tax reserve certificates	6,208	6,534	11,528	11,894	30,275	43,717	39,072	54,107
Treasury bills	—	—	69	113	1,072	682	1,895	1,042
Cash	155,521	158,965	200,013	211,328	666,764	775,527	851,073	987,026
Total current assets	2,732,551	3,203,562	3,340,430	3,879,372	10,715,847	11,764,206	12,862,776	14,076,205
Less Current liabilities:								
Bank overdrafts and loans	333,741	343,184	431,392	430,968	1,314,671	1,385,356	1,642,396	1,710,127
Trade and other creditors, etc.	849,047	1,018,370	1,124,484	1,328,035	3,330,682	3,650,228	4,258,387	4,679,482
Dividends and interest due – gross	105,668	105,839	128,967	129,615	419,144	434,947	526,818	547,637
Current taxation	65,576	79,414	85,786	98,748	525,143	558,679	649,722	685,152
Total current liabilities	1,354,032	1,546,807	1,770,629	1,987,366	5,589,640	6,029,210	7,077,323	7,622,398
Net current assets	1,378,519	1,656,755	1,569,801	1,892,006	5,126,207	5,734,996	5,785,453	6,453,807
Total net assets	3,551,667	3,748,491	4,333,621	4,581,839	14,689,554	15,856,717	17,677,059	19,022,517
Represented by:								
Future tax reserves	130,033	144,880	162,331	180,843	516,971	572,377	651,077	711,988
Long-term loans	578,124	740,298	687,653	862,071	2,399,897	2,975,042	2,844,125	3,487,358
Minority interests in subsidiaries	103,298	121,744	122,881	140,444	473,757	551,713	550,422	638,369
Shareholders' interest:	2,740,212	2,741,569	3,360,756	3,398,481	11,298,929	11,757,585	13,631,435	14,184,802
Of which:								
Ordinary shares	1,160,316	1,181,599	1,380,123	1,412,350	4,641,494	4,663,248	5,569,956	5,610,314
Preference, etc., shares	139,284	122,215	182,535	164,949	647,016	618,978	813,526	772,796
Capital and revenue reserve	1,374,818	1,363,302	1,722,367	1,733,677	5,741,539	6,198,604	6,945,964	7,479,628
Tax equalization reserve	65,794	74,453	75,731	87,505	268,880	276,755	301,989	322,064
Accumulated depreciation on fixed assets	1,124,573	1,230,111	1,427,544	1,547,191	4,872,391	5,360,245	5,694,341	6,267,182
Contracts for capital expenditure not provided for	102,535	105,036	127,832	136,007	566,724	520,456	679,196	636,816

(a) The 1966 figures include companies which were independent in that year but which were acquired in 1967 by another company in the population.
(b) Under the Companies Act, 1967, companies having a financial year ending on or after January 27, 1968, are no longer required to show separately their holdings of trade investments. To accommodate this change in accounting procedure, in this table:
(1) Excludes trade investments (see entry under 'Fixed assets.)
(2) Includes (in either 'other and unclassified quoted securities' or 'unquoted') trade investments.
(3) Includes (in either 'other and unclassified quoted securities' or 'unquoted') trade investments of companies whose accounts were received between July 1 and September 30, 1968.

Table 2. Quoted companies: sources of company funds

£ thousand

	Accounts received between July 1 and September 30, 1968				Accounts received up to September 30, 1968			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
	1966	1967	1966	1967	1966	1967	1966	1967
Number of companies	372	343	488	457	1,303	1,235	1,774	1,692
Sources of funds:								
Proceeds from issue of loan and share capital:								
For cash	121,446	86,220	134,385	93,639	390,426	457,681	466,343	507,496
Of which:								
Ordinary shares	20,344	24,711	24,710	27,079	51,076	59,989	63,645	62,343
Preference, etc., shares	—15,022	—1,902	—28,912	—2,189	—68,629	—7,748	—81,941	—17,429
Long-term loans	116,124	63,411	138,587	68,749	407,979	405,440	484,639	462,582
In exchange for subsidiaries	85,309	282,031	89,352	292,276	237,835	502,646	255,585	533,654
Of which:								
Ordinary shares	66,384	182,681	69,290	185,257	177,885	325,678	192,383	343,293
Preference, etc., shares	2,498	815	2,635	1,434	3,268	6,177	3,629	8,366
Long-term loans	16,427	98,535	17,427	105,585	56,682	170,791	59,573	181,995
Total receipts from issues	206,755	368,251	223,737	385,915	628,261	960,327	721,928	1,041,150
Increase in short-term credit:								
Increase in amount owing to banks	16,286	2,112	17,153	—7,869	173,678	51,191	187,177	46,609
Increase in trade and other creditors, etc.	36,947	157,545	42,295	192,469	227,565	352,399	268,738	451,751
Total increase in short-term credit	53,233	159,657	59,448	184,600	401,243	403,590	455,915	498,360
Internal sources: income from trading and other activities:								
Gross trading profit	552,496	585,721	692,966	740,167	2,314,116	2,394,167	2,862,331	2,981,191
Income from trade investments	16,870	11,115	18,311	1,243	68,455	56,285	75,138	61,747
Income from other investments	10,122	29,094	12,224	34,309	37,023	59,457	44,744	72,700
Prior year adjustments other than tax	—40	1,204	728	2,919	501	3,181	1,971	5,627
Other capital receipts	9,700	46,766	10,233	52,479	30,132	277,533	32,407	298,996
Other income	—368	—238	—302	473	—279	3,471	—149	4,134
Total income from trading and other activities	588,788	663,662	734,160	831,590	2,449,948	2,794,094	3,016,442	3,424,395
Total sources of funds	848,776	1,191,570	1,017,345	1,402,105	3,479,452	4,158,011	4,194,285	4,963,905
Appropriation of trading and other income:								
Depreciation provisions	149,328	154,906	193,910	202,033	683,821	729,229	824,033	883,819
Amounts written off	8,486	6,451	8,631	6,835	11,488	9,433	12,709	10,739
Taxation (excluding income tax on dividend distributions in 1967)	214,511	174,754	264,294	216,913	865,988	684,449	1,079,364	853,133
Of which:								
Current UK taxation	188,807	122,242	232,264	155,019	701,762	486,591	898,403	625,514
Increase in future tax reserves	6,844	24,107	11,744	30,839	51,637	60,568	61,949	78,471
Overseas taxation	25,493	32,809	28,967	36,556	129,890	154,628	143,866	171,753
Less Prior year tax adjustments	6,633	4,404	8,681	5,501	17,301	17,338	24,854	22,605
Interest on long-term loans	32,583	40,180	38,560	47,590	131,226	165,281	157,462	198,738
Dividends – Gross (net in 1966):								
Ordinary	98,469	161,912	121,409	200,784	394,095	649,182	490,621	814,545
Preference, etc.	5,010	7,996	6,923	10,822	24,225	38 184	30,710	48,433
Retained profits and other capital receipts	80,401	117,463	100,433	146,613	339,105	518,336	421,543	614,988
Total appropriations of trading and other income	588,788	663,662	734,160	831,590	2,449,948	2,794,094	3,016,442	3,424,395

Table 3. Quoted companies: uses of company funds

£ thousand

	Accounts received between July 1 and September 30, 1968				Accounts received up to September 30, 1968			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
	1966	1967	1966	1967	1966	1967	1966	1967
Number of companies	372	343	488	457	1,303	1,235	1,774	1,692
Uses of funds:								
Payments out of income:								
Taxation payments	186,497	137,119	226,250	170,765	688,545	578,127	863,451	725,569
Dividend distributions – gross (net in 1966):	97,548	166,330	119,949	207,589	441,078	670,367	545,184	841,084
Interest on long-term loans	32,575	39,960	38,539	47,374	132,905	164,353	158,987	197,758
Total payments out of income	316,620	343,409	384,738	425,728	1,262,528	1,412,847	1,567,622	1,764,411
Expenditure on fixed assets, etc.:								
Tangible fixed assets	210,341	218,833	261,761	295,840	1,105,825	1,150,794	1,348,796	1,424,767
Adjustments due to consolidation	17,726	—2,402	14,052	—6,251	—11,142	—46,088	—16,879	—63,769
Intangible assets	4,567	6,354	7,342	7,949	6,816	9,168	10,252	13,282
Trade investments	—17,246	—169,357	—10,826	—201,501	10,761	—125,688	21,748	—156,784
Acquisition of subsidiaries	89,189	345,029	105,101	359,925	328,762	652,925	369,225	709,070
Of which: *By issue of shares and loans*	85,309	282,031	89,352	292,276	237,835	502,646	255,585	533,654
By cash	3,880	62,998	15,749	67,649	90,927	150,279	113,640	175,416
Other expenditure on capital account	10,276	18,256	12,371	19,723	58,962	49,176	69,267	57,223
Total expenditure on fixed assets, etc.	314,853	416,713	389,801	475,685	1,499,984	1,690,287	1,802,409	1,983,789
Increase in current assets, etc.:								
Increase in stocks	73,689	139,267	88,790	147,776	262,033	264,149	304,622	290,867
Increase in trade and other debtors, etc.	96,947	120,808	102,597	144,520	417,920	490,005	466,566	572,069
Increase in liquid resources	46,667	171,373	51,419	208,396	36,987	300,723	53,066	352,769
Of which: *Tax reserve certificates*	4,578	527	7,191	568	—4,111	13,656	—2,391	14,988
Other investments	43,289	167,945	41,904	196,810	25,608	175,108	25,284	200,003
Cash, etc.	—1,200	2,901	2,324	11,018	15,490	111,959	30,173	137,778
Total increase in current assets	217,303	431,448	242,806	500,692	716,940	1,054,877	824,254	1,215,705
Total uses of funds	848,776	1,191,570	1,017,345	1,402,105	3,479,452	4,158,011	4,194,285	4,963,905

TRENDS IN COMPANY FINANCE, *continued*

1966 – including £12 million of income tax retained on dividends paid before April 6, 1966. Receipts from the issue of loan and share capital (other than that issued in exchange for subsidiaries) were lower than in the previous year; companies reporting in the third quarter of 1968 recorded proceeds from such issues amounting to £94 million, a drop of 30 per cent over 1966, when the receipts by the same group of companies amounted to £134 million.

Contracts for capital expenditure not provided for in the accounts fell by more than 6 per cent over the year as a whole and at £679 million in 1967 were £42 million lower than in 1966. This is the second successive year that such contracts have fallen by 6 per cent over a year earlier. Only seven of the 22 industry groups separately dealt with in the analysis had increases over 1967 in this sector; the only increase of any particular significance being in the food industry where the increase of £10.5 million over the 1966 level resulted in a figure of £45.7 million being recorded in 1967. Losses ranging from £0.1 million (leather and leather goods) to £14.3 million (vehicles) were recorded by the 15 remaining industries. However, for those companies whose accounts were analysed between July 1 and the end of September 1968 the level of contracts for capital expenditure not provided for in the accounts was just over 6 per cent above that of 1966 (£136 million in 1967 compared with £128 million in 1966). Within the 22 industry groups covered by the analysis 11 recorded increases in the level of expenditure on contracts not provided for, 10 industries had a lower level than in 1966 and one maintained the level reached in 1966.

Tables 1-3 present an analysis of accounts for the year 1967 (with comparable figures for 1966) based on accounts received by the Board of Trade up to September 30, 1968. Final figures for the year are usually published in the June issue of *Statistics on Incomes, Prices, Employment and Production,* published by the Department of Employment and Productivity.

Notes:

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies, and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not, therefore, confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are

Table 4. Expenditure by quoted companies on acquiring subsidiary companies, 1964 to 1967

£ million

	Manufacturing Industries				Manufacturing and Distribution			
	Final figures			Accounts received up to Sept. 30, 1968	Final figures			Accounts received up to Sept. 30, 1968
	1964	1965	1966	1967	1964	1965	1966	1967
Expenditure during the year on acquiring subsidiaries	428·2	432·8	389·2	722·2	501·7	507·4	446·8	781·4
Of which:								
Total shares, etc.	169·9	225·2	245·4	495·7	197·9	264·8	264·2	520·6
Ordinary	139·2	173·2	185·1	321·1	164·5	206·4	201·5	338·0
Preference	12·0	9·6	1·3	5·7	13·5	10·1	1·5	7·5
Long-term loans	18·7	42·4	59·0	168·9	19·9	48·3	61·1	175·1
Cash	258·2	207·6	143·8	276·5	303·8	242·5	182·6	260·8
Previous trade investment	96·7 (1)	8·5	10·0	18·6	99·5 (1)	10·0	12·0	19·7
Total expenditure on subsidiaries acquired during the year	524·9	441·3	399·2	740·8	601·2	517·4	458·8	801·1
Total expenditure on quoted companies acquired during the year	229·1	317·5	311·2	611·6	264·2	349·8	334·1	636·7
Number	(57)	(59)	(56)	(67)	(71)	(75)	(78)	(84)
Net book value	177·4	235·3	213·6	435·8	209·6	254·5	235·0	454·1
Of which:								
Net tangible fixed assets	119·3	207·0	141·8	264·2	161·0	226·4	159·2	278·9
Current assets *less* current and other liabilities	44·7	19·2	36·6	167·2	33·6	18·5	38·6	168·7
Other assets	13·5	9·1	35·2	4·4	15·0	9·6	37·2	6·5
Reconciliation of total expenditure and net book value								
Excess payment	64·2	91·0	107·1	182·3	74·2	104·5	111·3	189·1
Excess book value	—12·5	—8·8	—9·5	—6·5	—19·7	—9·2	—12·2	—6·5
Total expenditure on non-quoted companies acquired during the year	295·8	123·9	88·0	129·2	337·0	167·6	124·7	164·4
Number	(642)	(605)	(514)	(396)	(868)	(920)	(727)	(577)
Net book value	186·3	88·3	63·6	94·1	214·5	116·3	89·4	118·8
Reconciliation of total expenditure and net book value:								
Excess payment	113·3	39·5	28·1	39·2	127·4	55·6	39·9	52·6
Excess book value	—3·7	—3·9	—3·7	—4·1	—4·9	—4·3	—4·6	—7·0
Expenditure during the year on acquiring subsidiaries	428·2	432·8	389·2	722·2	501·7	507·4	446·8	781·4
less Proceeds from the sale of subsidiaries	41·6	30·7	66·6	97·5	59·1	42·1	80·3	107·5
plus Expenditure on acquiring minority interests (*less* proceeds from the disposal of minority interests) and amounts written off existing subsidiaries, *less* upward revaluation of subsidiaries	18·7	19·0	25·0	28·2	35·0	28·1	30·7	35·2
equals Expenditure on acquiring subsidiaries (as recorded in the Board of Trade series 'Sources and Uses of Company Funds' – Table 3 in this article for 1967)	405·4	421·1	347·6	652·9	477·7	493·4	397·2	709·1
				(328·8) (2)				(369·2) (2)

(1) Includes Imperial Chemical Industries' investment in British Nylon Spinners. This transaction by which British Nylon Spinners became a wholly-owned subsidiary instead of a joint-holding accounted for the following amounts (£ million): total expenditure during the year 10·0, of which in cash 10·0; previous trade investment holding 82·8; total expenditure on subsidiaries acquired during the year 92·8; total expenditure on non-quoted companies 92·8; net book value 54·1 and excess payment 38·7, in addition, Imperial Chemical Industries cancelled its 37½ per cent holding of Courtauld's capital (the book value of which was £60·3 million).

(2) Expenditure by same companies in 1966.

consolidated with those of the group. The 1966 figures include companies which were independent in that year but which were acquired in 1967 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components..

Detailed figures corresponding to those in Tables 1-3 accompanying this article for each of 22 industry groups will be published in the next issue of *Statistics on Incomes, Prices, Employment and Production*, published by the Department of Employment and Productivity.

Table 4 presents an analysis of the expenditure by quoted companies on acquiring subsidiary companies and is in the same form as Table 2 of 'Acquisition and Amalgamations of Quoted Companies 1962-1963' (*Economic Trends*, November 1965).

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accouts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

Orders in the footwear industry

IN THE third quarter of 1968 net new orders received by the footwear industry were 9 per cent more than in the corresponding quarter of 1967; deliveries were 7 per cent more. Order books at the end of September were 26 per cent higher than at the end of September 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter*	38·2	13·1	17·0
1967 July	34·7	7·3	14·5
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	26·3	18·2
March	46·0	22·8	18·4
April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July*	43·7	9·5	15·8
August*	41·3	12·8	15·2
September*	38·2	16·9	20·0

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended October 5, 1968:

Distributors' earnings submitted:

	£	£
High cost films	732,086	
Low cost films:		
Eligible (after multiplying by 2¼)	33,886	
Not eligible for 2¼ times rental	7,449	
		773,421
Films of less than 3,000 ft. (after multiplying by 2¼)		69,974
		£843,395

Levy collections paid to Agency by HM Customs and Excise to October 28, 1968, together with an estimate of collections approximately covering entertainments for five weeks ended October 5, 1968 £425,100

The eleventh interim allocation for the eleventh distribution period will be at the rate of 57 per cent.

Cinema admissions and takings in August

DURING August, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 5.31 million and the weekly average of gross box office takings was £1.26 million.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in September showed a decrease of 2 per cent on a year earlier, compared with a decrease of 4 per cent in August and an increase of 12 per cent in July.

The value of stocks at the end of September was 2 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950=100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
		%		%
1965 Year	113	+1	..	..
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1967 4th quarter	129	Nil	116	—17
1968 1st quarter	102	+10	135	—15
2nd quarter	93	+ 3	129	— 6
3rd quarter	105	+ 1	146	— 2
1967 September	138	— 7	149	— 7
October	140	— 3	132	—11
November	130	— 2	129	—13
December	115	+ 8	116	—17
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15
April	97	+ 1	131	—12
May	98	+10	138	— 9
June	85	— 3	129	— 6
July	82	+12	134	— 6
August	96	— 4	143	— 4
September	135	— 2	146	— 2

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Sept. 1968	Jan. 1 to Sept. 30	Sept. 1968
	%	%	%
Women's knitted outerwear, blouses and skirts	+17	+ 9	— 8
Women's coats, costumes, furs and raincoats	— 6	— 4	—13
Women's underwear	— 2	+ 8	—10
Women's hose and children's socks	+ 3	+10	+18
Women's millinery	—13	— 6	— 6
Haberdashery, ribbons and wool	+12	+14	Nil
Children's wear	—10	— 1	—15
Men's and boys' shirts, pyjamas and outfitting	+ 2	+ 4	— 8
Gloves	— 1	— 3	+ 4
Piece-goods and nets	+ 4	+14	+ 1
Household textiles	—15	— 1	+ 1
Floor coverings, furniture and hardware	— 3	+ 7	+24
Grand total (a).	— 2	+ 4	— 2

NOTES: (a) Including some items not included among the sub-headings. (b) Values at cost.

Note:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Turnover of the catering trades, laundries and dry cleaners and hairdressers in September

IN THE third quarter of 1968 the turnover of the catering and hairdressing trades each showed a rather larger increase compared with a year earlier than had prevailed, on average, in the first half of the year. The turnover of laundries and dry cleaners in the third quarter showed much the same decrease compared with a year earlier as prevailed in the first half of the year.

In September itself the increase compared with a year earlier in the catering and hairdressing trades was marginally higher than the average of the previous two months; for laundries and dry cleaners, on the other hand, there was a 2 per cent fall between September 1967 and 1968, whereas there had been no change compared with a year earlier for either July or August.

Catering trades

Between September 1967 and September 1968 the turnover of the catering trades rose by 4 per cent, the same rate of increase as was recorded in August and in the second quarter of the year. The turnover of public houses remained dull with a 2 per cent increase compared with September 1967, the same as was recorded in August, and marginally larger than the average increase recorded in the previous eight months, compared with the corresponding months a year earlier. This 2 per cent increase in September reflected a fall in the volume of sales, because there has been a somewhat larger increase in the price of alcoholic drink and tobacco over the period.

The turnover of licensed hotels and holiday camps continued to be buoyant, with an increase of 6 per cent on September 1967, an increase very nearly as large as that which has prevailed since the Spring. The turnover of restaurants, cafes, etc., and fish and chip shops showed a 5 per cent increase between September 1967 and 1968, rather larger than the increase recorded in recent months. The turnover of canteens also showed a 5 per cent increase in turnover between September 1967 and 1968.

Laundries and dry cleaners

The turnover of laundries and dry cleaners continued to be lower in September than in the year earlier, the decline being particularly marked for dry cleaners; but this comparison is made with September 1967 which showed an exceptionally high figure of turnover compared with the immediately preceding and following months.Taking the two years together, the decline between September 1966 and September 1968 followed much the same pattern as a comparison of the July and August figures for these two years.

Hairdressers

The 3 per cent increase in the turnover of hairdressing between September 1967 and 1968 was rather larger than had prevailed in earlier months. The increase is particularly marked for men's hairdressers and men's hairdressers and tobacconists which showed a 5 per cent increase over the previous year; part of this increase may be attributed to higher tobacco prices.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of Business (Turnover in 1966)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	128	128	108	101	114
	1968		100	120	135		96	100	103	115	114	128	135	138	132			
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968	+3*	Nil	+4	+3			+1	—1	+7	+2	+4	+1	+4	+4			
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		83	128	169		76	81	90	107	119	153	172	180	159			
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1	+6	+3
	1968	+6*	+2	+7	+7		+4	+3	—1	+11	+3	+7	+7	+9	+6			
Restuarants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	113	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968		101	116	139		96	103	103	115	108	122	135	142	140			
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2	+3	+1
	1968	+3*	+1	+5	+4		+1	+2	+1	+7	+4	+4	+2	+4	+5			
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		102	121	128		100	101	105	119	115	127	130	130	125			
	1967	+2	+6	+1	+4	—1	+5	+5	+6	—3	+1	+3	+7	+4	+3	—2	—1	—1
	1968	+1*	—1	+3	+1		+1	Nil	—3	+7	+1	+3	—1	+2	+2			
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968		114	107	101		110	114	117	106	113	104	99	97	104			
	1967	—2	—2	Nil	—3	—1	+2	—1	—6	+7	—3	—3	—1	—3	—4	—1	+1	—3
	1968	+4*	+5	+2	+6		Nil	+4	+11	—5	+5	+4	+6	+7	+5			

* January-September.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The September, 1968, period was the five weeks from August 25, 1968, to September 28, 1968, the September, 1967 period was from August 27, 1967, to September 30, 1967.

(b) Includes catering contractors other than outside catering contractors, which are included with restuarants, cafes, etc.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968		96	103	101		90	97	100	100	105	102	104	100	100			
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968	—1*	—1	—1	—1		—4	—3	+4	—4	+1	—1	Nil	Nil	—2			
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968		97	102	101		95	98	99	98	105	103	105	100	99			
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968	Nil*	Nil	—1	+1		—3	—2	+4	—5	+1	—1	+1	+1	+1			
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968		94	103	100		82	96	102	104	105	101	101	99	101			
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968	—2*	—2	—2	—3		—6	—4	+4	—2	Nil	—3	—2	—1	—6			

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. The figures exclude launderettes. See note (a) to Table 1. *January-September.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of Business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968		98	104	106		94	98	102	104	103	105	108	107	105			
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968	+2*	Nil	+2	+3		—2	—1	+1	+3	Nil	+3	+2	+2	+3			
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968		97	103	109		100	98	95	100	98	109	109	108	109			
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968	+2*	Nil	+4	+3		+1	Nil	—1	+5	Nil	+6	+1	+3	+5			
Women's hairdressers, and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968		98	105	105		92	98	104	106	105	103	107	107	103			
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968	+1*	Nil	+2	+3		—2	—1	+1	+3	+1	+2	+3	+2	+2			

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1. *January-September.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, November 8, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Hostile Witness	Br/E 33611	101	November 4	United Artists Corp. Ltd.	Caralan Productions Ltd. and Dador Productions Ltd.
Diamonds for Breakfast	Br/E 33620	102	November 6	Paramount Pictures (UK) Ltd.	Bridge Films Ltd.
Pathe Pictorial Series 716/728:					
Pathe Pictorial No. 724	Br/E 33622	8	November 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 725	Br/E 33623	8	November 7	" "	" "
Pathe Pictorial No. 726	Br/E 33624	9	November 7	" "	" "
Pathe Pictorial No. 727	Br/E 33625	8	November 7	" "	" "
Corruption	Br/E 33628	91	November 8	Columbia Pictures Corp. Ltd.	Titan Film Distributors Ltd.
Movietone News 2056	Br/E 33367	8	November 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2056A	Br/E 33368	7	November 8	" "	" "
Pathe News 68-89	Br/E 33419	8	November 8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-90	Br/E 33420	8	November 8	" "	" "
FOREIGN					
The Split	F 33604	90	November 4	Metro-Goldwyn-Mayer Pictures Ltd.	Chartoff-Winkler Productions Inc.
Woman Without a Face	F 33605	95	November 4	" "	Biography Productions Ltd. and New Dimensions Inc.
Prospect of Iceland	F 33606	29	November 4	Rank Film Distributors Ltd.	Athos Film Productions Ltd. for North Atlantic Treaty Organization.
Feudin' Fightin' 'N' Fussin'	F 33607	6	November 4	" "	Universal International Films Inc.
Highway Hecklers	F 33608	6	November 4	" "	" "
A Lad in Bagdad	F 33609	6	November 4	" "	" "
The Wicked Dreams of Paula Schultz	F 33610	100	November 4	United Artists Corp. Ltd.	Theme Pictures Inc.
Commander Great Guy	F 33612	7	November 6	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Surprisin' Exercisin'	F 33613	5	November 6	" "	" "
Judos Kudos	F 33614	7	November 6	" "	" "
The Abominable Mountaineer	F 33615	7	November 6	" "	" "
Winter Sports Italian Style	F 33616	14	November 6	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp.
The Stubborn Cowboy	F 33617	6	November 6	" "	" "
Texas Longhorns	F 33618	17	November 6	" "	" "
Ski America	F 33619	19	November 6	" "	" "
A Covenant with Death	F 33621	72	November 7	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
Challenge in the Snow	F 33626	85	November 8	Gala Film Distributors Ltd.	Les Films 13, Paris.
Dead or Alive	F 33627	89	November 8	Columbia Pictures Corp. Ltd.	Documento Film S.r.l., Rome.

Machine tool home orders highest for two years

MACHINE TOOL ORDERS for the home market reached their highest quarterly figure for over two years, according to the Ministry of Technology's provisional statistics.* Even through the third quarter of the year is normally a relatively poor one for home orders, £26½-million worth was received, more than a third higher than the quarterly intake a year ago, and the highest since the second quarter of 1966. The seasonally adjusted figure of £27¾ million is nearly 15 per cent up on the second quarter, confirming the, previously rather hesitant, upward trend from the low point reached in the first quarter of 1967.

The more detailed information now available for the second quarter of the year shows the provisional estimates of new home orders to have been too low and that the trend, as shown on chart A, has been moving generally upwards over the last 12 to 18 months.

* The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools. These revisions have now been made for the second quarter of the year.

Export orders show no sign of increase since devaluation

Export net new orders during the third quarter were also almost 15 per cent higher seasonally adjusted, than in the second quarter. The apparent fall in the 12 months to September 1968 compared with the preceding 12 months is entirely due to the very exceptionally large Russian orders which were received in September 1967, which now move into the earlier period in the year on year comparisons. Nevertheless, there does not yet seem to be any definite sign of the increase in the value of export orders following the price advantage afforded by devaluation and total orders on hand have remained fairly static since the beginning of this year.

Deliveries remain flat to declining in 1968

Home deliveries remain low and if anything continue to fall; they have in general been below the intake of new orders throughout this year so that orders on hand have now increased by £8½ million, or over 15 per cent from the low level reached at the end of 1967. At the end of September they stood at £58 million, about eight months work at the currently low rate of home deliveries.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	45·3	137·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	143·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter	34·0	11·9	22·1	96·8	44·2	52·6	37·6	13·0	24·6
3rd quarter*	33·6	12·6	21·0	103·4	45·4	58·0	40·1	13·7	26·4
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·2	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April	10·5	3·7	6·8	94·4	42·6	51·8	11·6	3·1	8·5
May	11·9	4·3	7·6	97·5	43·6	53·9	15·0	5·3	9·7
June	11·7	4·0	7·7	96·8	44·2	52·6	11·0	4·5	6·5
July*	13·3	4·6	8·7	98·8	44·1	54·7	15·2	4·4	10·8
August*	10·9	3·6	7·3	99·1	43·8	55·3	11·2	3·3	7·9
September*	9·4	4·4	5·3	103·4	45·4	58·0	13·7	6·0	7·7
October									
November									
December									
October 1967 – September 1968*	146·5	50·4	96·1	103·4	45·4	58·0	153·9	53·1	100·8
October 1966 – September 1967	154·2	45·6	108·6	95·9	42·6	53·3	143·7	57·7	86·0
Percentage change	—5	+11	—12	+8	+7	+9	+7	—8	+17

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1967 1st quarter	38·4	11·4	27·0	92·7	29·2	63·5	30·5	11·5	19·0
2nd quarter	38·7	11·7	27·0	93·9	32·7	61·2	40·0	15·3	24·7
3rd quarter	39·4	11·2	28·2	93·3	39·4	53·9	38·9	17·9	21·0
4th quarter	39·0	11·4	27·6	90·7	41·4	49·3	36·4	13·3	23·1
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter	35·7	13·1	22·6	94·8	42·0	52·8	36·3	11·7	24·6
3rd quarter*	35·5	13·0	22·5	100·3	42·3	58·0	41·0	13·3	27·7
4th quarter									
1967 January	13·1	3·5	9·6	96·8	29·2	65·6	9·4	3·7	5·7
February	12·3	3·9	8·4	95·1	29·0	66·1	10·6	3·7	6·9
March	13·0	4·0	9·0	92·7	29·2	63·5	10·5	4·1	6·4
April	12·1	4·0	8·1	90·8	27·8	63·0	10·3	2·6	7·7
May	13·8	4·2	9·6	92·5	29·2	63·3	15·5	5·7	9·8
June	12·8	3·5	9·3	93·9	32·7	61·2	14·2	7·0	7·2
July	13·0	3·6	9·4	90·3	32·3	58·0	9·4	3·2	6·2
August	13·7	4·2	9·5	88·1	31·7	56·4	11·6	3·6	8·0
September	12·7	3·4	9·3	93·3	39·4	53·9	17·9	11·1	6·8
October	13·1	3·4	9·7	92·0	39·8	52·2	11·7	3·8	7·9
November	13·0	4·0	9·0	91·8	40·6	51·2	12·9	4·8	8·1
December	12·9	4·0	8·9	90·7	41·4	49·3	11·8	4·7	7·1
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April	12·0	4·4	7·6	93·4	42·0	51·4	11·3	3·0	8·3
May	11·6	4·3	7·3	96·0	42·1	53·9	14·2	4·4	9·8
June	12·0	4·3	4·7	94·8	42·0	52·8	10·9	4·3	6·6
July*	14·5	5·1	9·4	94·1	41·1	53·0	13·9	4·2	9·7
August*	12·4	3·8	8·6	95·2	41·5	53·7	13·4	4·2	9·2
September*	8·6	4·1	4·5	100·3	42·3	58·0	13·7	4·9	8·8
October									
November									
December									
Average of the latest 3 months*	11·8	4·3	7·5	100·3	42·3	58·0	13·7	4·4	9·3
Average of the previous 3 months	11·9	4·4	7·5	94·8	42·0	52·8	12·1	3·9	8·2
Percentage change	—1	—2	N/C	+6	+1	+10	+13	+13	+13

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December, 1964, and January, 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

(*Continued on next page*)

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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MACHINE TOOLS, *continued*

Export deliveries have remained fairly high throughout the whole of 1968 to date, reflecting the higher rate of orders in 1967. However, they show no signs of any further increase so that despite the disappointing intake of new orders this year orders on hand reached a record value of over £45 million – or more than 10 months work – at the end of September.

Numerically-controlled machine tools

Figures of deliveries and orders of numerically-controlled machine tools in the second quarter 1968 are given in Table 3. Total deliveries in the second quarter were at their lowest level since the same quarter of 1967, falling sharply from the record level reached in the first quarter of the year. The sharp increase in the average value of the 267 tools delivered in the first half year compared with the 205 tools delivered in the first half of 1967 is striking. Although the numbers of machines is up only by 30 per cent, the increase in average value (indicating increased sophistication) from £13,000 to £20,000 caused the total value to almost double from £2¾ million to over £5¼ million. Export deliveries were of a rather higher average value than home deliveries, reflecting the pattern of orders in 1967, but otherwise trends were the same for the home and export market.

Total new orders in the second quarter were at their highest level so far handsomely exceeding the previous record in the corresponding quarter of 1967. During the first half of the year orders were over 30 per cent higher than in the same period in 1967. Whilst export orders were down by one-third on 1967, home orders showed a 100 per cent increase. The average value of orders in 1968 at £29,000 also shows an increase over 1967 (£25,000). This is entirely due to home orders which have increased from £16,000 in 1967 to £27,000 per machine, export orders falling from an average of £55,000 to £38,000 per machine, largely due to low average value of the machines ordered in the first quarter of this year.

Export orders, being comparatively few in number, show big swings in average values but in general still tend to be much bigger and/or more sophisticated machines than for the home market.

However, home market orders are now averaging quite high values, nearly £30,000 each machine in the second quarter, so that even if the number of machines delivered to the home market begins to level off, the value of work done should continue to increase sharply for some time to come.

As might be expected Contour Controlled machines continue to form an increased proportion, by number, of NC machine tools; 10 per cent of deliveries for both home and export, and one-third of orders for home and half for export in the first half of 1968. NC machine tools as a whole are also a growing proportion of the total value of all machine tools, about 10 per cent of home orders and deliveries and 5 per cent of export orders and deliveries in the first half of 1968.

Table 3. Numerically controlled metal working machine tools

	Deliveries during the quarter				New orders received during the quarter			
	Total		For export		Total		For export	
	No.	Value £'000	No. (1)	Value £'000	No.	Value £'000	No.	Value £'000
1966	323	4,161		904	460	7,413	141	2,793
1967	458	7,503		2,534	469	10,429	101	3,688
1966 1st quarter	54	728		25	118	1,814	35	569
2nd quarter	90	1,026		137	145	2,131	55	961
3rd quarter	85	1,061		392	111	1,961	33	868
4th quarter.	94	1,346		350	86	1,506	18	395
1967 1st quarter	93	1,324		332	89	1,745	12	509
2nd quarter	112	1,385		308	124	3,577	36	2,135
3rd quarter	114	2,172		936	121	2,473	23	510
4th quarter	139	2,622		968	135	2,635	30	532
1968 1st quarter	157	3,322	35	860	91	2,075	11	222
2nd quarter	110	1,976	24	434	149	4,904	36	1,562
3rd quarter								
4th quarter								
1968 January-June	267	5,298		1,294	240	6,979	47	1,784
1967 January-June	205	2,709		630	213	5,322	48	2,644
Percentage change	+30	+96		+105	+13	+31	—2	—33

(1) Prior to 1968 numbers were not collected.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

A new £300,000 laminate press has been installed at the Arborite Limited, North Shields, factory. Among the many overseas visitors witnessing the final trials of the press were: M. Van Lieshout (centre), and Wim Wijnegaarden (right), both of Formapal the Dutch laminate fabrication and distribution company which handles Arborite's growing exports to Holland.

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during July 1968

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during July 1968 amounted to 19,016 thousand n.r.t., an increase of 16.6 per cent over the corresponding month of 1967. Commonwealth vessels accounted for 8,549 thousand n.r.t.

During the first seven months of 1968, the volume of cargo entering and clearing United Kingdom ports amounted to 108,596 thousand n.r.t., an increase of 3 per cent over the corresponding period of 1967. Commonwealth vessels accounted for 43.2 per cent of the total.

In the coasting trade during July 1968 there was a 2.5 per cent increase in the total net tonnage of cargo arriving and departing at United Kingdom ports when compared with the same month of 1967.

Note: Net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast include foreign trade vessels, which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement in the foreign trade at United Kingdom ports

	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of July 1967	6,885	10,252	4,219	232	5,801	4,887	6,052	3,063	146	2,842
" Month of July 1968	7,276	11,864	4,454	380	7,030	5,718	7,152	3,477	238	3,4374
" Seven months ending July 1967	41,320	68,579	26,330	1,462	40,788	31,840	36,768	17,575	1,006	18,187
" Seven months ending July 1968	43,347	70,812	26,345	1,680	42,787	33,476	37,784	17,837	1,033	18,914
In ballast: Month of July 1957	2,066	2,829	1,298	36	1,495	3,755	6,924	2,262	98	4,564
" Month of July 1968	2,101	3,346	1,509	111	1,726	3,814	8,573	2,607	193	5,773
" Seven months ending July 1967	10,389	15,556	7,036	260	8,259	19,909	47,288	15,763	663	30,862
" Seven months ending July 1968	9,864	14,842	6,386	412	8,044	20,464	48,379	14,960	946	32,473

(1) Includes Irish Republic and South Africa.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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Table 2. Foreign trade entrances and clearances with cargo

Nationality of vessels	Entered				Cleared			
	July		Seven months ended July		July		Seven months ended July	
	1967	1968	1967	1968	1967	1968	1967	1968
	Number of vessels							
United Kingdom	2,174	2,354	12,040	12,721	1,764	2,080	10,074	10,795
Other Commonwealth (a)	176	214	999	1,134	151	183	932	935
Foreign	4,505	4,708	28,281	29,492	2,972	3,455	20,834	21,746
TOTAL	6,855	7,276	41,320	43,347	4,887	5,718	31,840	33,476
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,219	4,454	26,330	26,345	3,063	3,477	17,575	17,837
Registered in Canada	—	—	4	—	3	—	3	—
Registered in other countries (a)	232	380	1,458	1,680	143	238	1,003	1,033
Total Commonwealth	4,451	4,834	27,792	28,025	3,209	3,715	18,581	18,870
Soviet	99	149	701	798	25	23	149	227
Finnish	58	86	539	657	19	30	256	218
Swedish	503	479	3,208	3,284	254	291	1,578	1,620
Norwegian	1,209	1,614	8,743	8,809	592	694	3,267	3,516
Danish	290	382	1,928	1,949	244	270	1,382	1,398
Polish	16	24	171	185	10	13	80	92
German (Federal Republic)	420	517	3,325	3,576	236	328	1,865	2,250
Dutch	736	844	4,447	4,450	428	477	2,902	2,836
Belgian	344	268	1,554	1,578	245	254	1,248	1,196
French	524	520	2,451	2,430	308	360	1,469	1,615
Spanish	41	54	360	398	41	51	381	360
Italian	167	164	1,014	1,079	32	34	174	242
Yugoslav	35	12	163	141	10	9	58	50
Greek	133	146	1,390	1,283	57	85	460	497
United States of America	210	222	1,550	1,329	161	232	1,237	1,133
Panamanian	220	169	1,308	1,150	31	58	253	410
Liberian	621	1,507	6,283	7,505	52	98	542	521
Other	175	305	1,651	2,186	98	127	886	733
Total Foreign	5,801	7,030	40,788	42,787	2,842	3,437	18,187	18,914
GRAND TOTAL	10,252	11,864	68,579	70,812	6,052	7,152	36,768	37,784
Trading areas:								
Irish Republic	681	779	2,908	3,283	684	827	2,962	3,005
Northern Europe (Foreign)	2,950	3,460	17,545	19,824	2,129	3,383	14,085	16,133
Europe (Atlantic) and Western Mediterranean Countries	1,669	2,056	8,466	9,608	1,422	932	5,791	5,838
Central and Eastern Mediterranean Countries	283	1,081	6,258	8,097	148	71	1,134	1,132
West and South Africa	575	386	4,894	2,911	175	221	1,615	1,456
East Africa, Persian Gulf, India,	941	1,722	10,753	11,632	164	182	1,428	1,262
Eastern Asia and Islands in the Pacific	216	225	1,726	1,507	182	150	1,604	1,126
Australasia	334	281	2,076	1,901	142	147	1,094	1,141
North America (Atlantic Coast)	1,242	1,071	6,872	5,816	767	1,059	4,935	4,837
West Indies and Central America (Atlantic Coast)	1,069	583	5,467	4,309	112	85	1,301	957
South America (Atlantic Coast)	116	90	672	816	66	24	343	342
South and Central America (Pacific Coast)	27	10	164	160	20	5	148	99
North America (Pacific Coast)	140	109	724	873	41	51	319	408
Other areas	9	11	52	75	1	15	9	48
Total Commonwealth Countries	2,540	2,422	18,286	15,416	1,428	1,624	8,335	8,088
Total Foreign Countries	7,711	9,442	50,293	55,396	4,624	5,528	28,433	29,696
TOTAL	10,252	11,864	68,579	70,812	6,052	7,152	36,768	37,784

(a) Includes Irish Republic and South Africa.

(Continued on next page)

Britain's first HM-2 hovercraft for operation overseas (pictured above) will operate from November an Out Islands Express service to link Nassau with the island of Eleuthera. This will be the first permanent hovercraft service in the Western Hemisphere, and is being run by a British company, Hoverspeed Ltd. A second HM-2 will follow shortly.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports – January-July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	2,204	1,947	961	2,267	1,985	997	325	249	292	2,169	1,888	835
Cardiff	973	879	377	1,146	1,042	473	379	309	213	1,051	1,059	470
Dover	3,506	3,860	3,055	6,152	6,156	5,005	3,384	3,696	2,729	6,054	6,104	4,941
*Felixstowe	—	984	1,131	—	1,064	1,209	—	888	997	—	1,022	1,129
Folkestone	312	244	187	634	623	444	390	293	221	627	624	446
Grimsby	2,016	2,257	1,863	2,246	2,532	2,061	805	1,010	810	2,346	2,558	2,049
*Harwich	3,594	3,655	2,023	3,780	3,744	2,089	3,543	3,617	2,129	3,748	3,662	2,166
Holyhead	1,049	1,273	874	1,096	1,391	949	1,091	1,113	871	1,127	1,219	952
Hull	3,166	3,080	2,837	3,402	3,303	3,045	1,644	1,692	1,788	3,246	3,057	2,843
Lancaster	167	38	10	172	49	44	5	12	34	224	12	38
Liverpool	8,505	7,959	2,983	9,947	9,082	3,386	3,968	3,379	1,980	9,864	9,080	3,217
London	18,421	17,911	8,959	22,470	21,254	10,329	8,506	8,285	5,873	21,096	20,968	10,803
Manchester	3,538	3,720	1,785	3,715	3,981	2,035	1,032	1,010	1,309	3,219	3,412	2,072
Middlesbrough	2,075	2,594	942	2,737	3,183	1,306	1,224	1,167	1,042	2,698	3,507	1,477
Milford Haven	4,402	4,553	231	5,095	5,459	555	889	1,066	357	4,942	5,211	581
Newhaven	458	447	526	467	456	545	436	424	472	445	468	555
Newport	689	832	434	1,042	1,135	570	575	597	500	1,087	1,280	653
Plymouth	188	196	305	294	299	543	107	110	307	260	255	560
Port Talbot	661	599	330	725	654	450	111	98	214	702	639	441
Southampton	9,892	9,286	1,879	11,825	11,711	2,518	4,610	4,620	1,731	12,153	11,465	2,481
Swansea	380	435	245	1,127	940	649	1,162	957	736	1,417	1,717	845
Tyne Ports	1,390	1,246	942	2,000	1,881	1,131	879	811	545	2,247	2,172	1,139
Glasgow	2,843	1,875	857	3,256	2,239	965	1,369	1,257	496	3,627	2,703	1,007
Grangemouth	864	894	823	1,182	1,110	985	809	720	622	1,126	1,033	907
Greenock	170	1,295	125	721	1,629	190	98	143	29	623	1,386	146
Leith	496	426	727	545	500	761	180	172	377	680	411	638
Belfast	1,176	1,169	825	1,271	1,236	899	220	267	300	1,327	1,275	764
Other Ports	4,964	5,291	10,843	7,092	7,441	13,793	3,239	3,221	8,155	7,171	7,691	14,016
TOTAL	78,103	78,945	47,079	96,407	96,079	57,926	40,980	41,183	35,129	95,278	95,878	58,171

*1967 figures for Harwich include those for Felixstowe.

Table 4. Coasting trade arrivals and departures at principal ports – January-July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	886	909	600	1,185	1,081	1,759	354	385	1,084	1,235	1,263	1,998
Cardiff	296	325	383	608	631	1,133	117	173	485	601	519	1,128
Cowes	1,261	1,159	5,721	2,773	2,444	11,240	1,198	1,103	5,273	2,765	2,436	11,208
Hull	595	579	205	941	791	572	325	249	261	990	901	697
Immingham	409	530	137	1,060	1,188	622	588	714	372	894	1,074	559
Lancaster	850	572	589	966	714	972	772	681	978	898	719	1,024
Liverpool	1,507	2,319	2,057	2,171	3,102	3,351	1,520	1,791	2,341	2,597	3,299	3,564
London	4,023	4,200	3,813	5,517	5,696	6,531	1,478	1,413	2,252	5,580	5,728	6,205
Manchester	715	92	122	970	158	242	460	46	69	1,014	152	202
Middlesbrough	222	259	196	778	1,037	916	230	492	502	579	798	782
Milford Haven	261	214	74	1,952	1,814	884	2,234	1,849	905	2,327	1,954	962
Portsmouth	241	242	1,056	1,859	1,891	8,294	49	56	479	1,834	1,878	8,195
Preston	627	719	1,266	690	774	1,387	609	693	1,189	723	822	1,479
Southampton	1,863	1,805	6,128	3,778	3,548	7,773	3,379	3,053	6,759	3 806	3 487	8,668
Sunderland	109	116	107	829	860	815	661	684	616	783	795	733
Swansea	129	136	257	1,173	1,200	2,579	719	799	1,958	889	939	2,295
Tyne Ports	371	424	103	1,929	2,175	1,328	952	1,225	1,006	1,702	1,891	1,341
Ardrossan	518	760	1,000	687	857	1,225	338	565	1,034	588	824	1,325
Glasgow	879	359	502	1,369	747	807	493	189	354	929	500	741
Greenock	617	992	1,569	671	1,208	1,877	719	899	1,430	811	1,235	1,905
Stranraer	795	886	696	804	896	705	794	885	693	803	897	705
Belfast	3,834	3,890	4,615	4,080	4,169	5,037	3,432	3,133	3,609	4,284	4,034	5,225
Other Ports	6,800	6,606	15,635	11,159	11,157	26,325	5,134	5,243	9,721	10,511	10,580	25,692
TOTAL	27,811	28,093	46,831	47,948	48,138	86,374	26,555	26,320	43,370	47,143	46,725	86,633

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 38*s.* 6*d.*)

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Table 5. Shipping movement in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of July 1967	6,640	3,454	2,903	551	6,196	3,390	2,742	648
Month of July 1968	6,630	3,735	3,121	614	6,089	3,487	2,850	637
Seven months ending July 1967	40,619	23,516	18,781	4,735	38,611	22,924	18,025	4,899
Seven months ending July 1968	41,178	23,735	19,656	4,079	39,187	22,997	19,058	3,939
In ballast: Month of July 1967	7,275	3,018	2,472	546	7,667	2,950	2,518	432
Month of July 1968	7,349	3,161	2,656	505	7,912	3,223	2,645	578
Seven months ending July 1967	39,287	19,866	15,438	4,428	40,583	19,434	15,432	4,002
Seven months ending July 1968	39,005	19,738	15,774	3,964	41,212	19,149	15,571	3,578
Coasting Trade – United Kingdom								
With cargo: Month of July 1967	7,445	4,162	3,462	700	6,843	3,996	3,250	746
Month of July 1968	7,358	4,339	3,617	722	6,698	4,031	3,290	741
Seven months ending July 1967	46,182	27,811	22,351	5,460	42,810	26,555	20,959	5,596
Seven months ending July 1968	46,831	28,093	23,478	4,615	43,370	26,320	21,989	4,331
In ballast: Month of July 1967	7,373	3,096	2,548	548	7,926	3,128	2,645	483
Month of July 1968	7,452	3,258	2,743	515	8,173	3,394	2,762	632
Seven months ending July 1967	39,807	20,137	15,669	4,468	42,718	20,587	16,361	4,226
Seven months ending July 1968	39,543	20,044	16,032	4,012	43,263	20,405	16,556	3,849

(a) Commonwealth and Irish Republic.

Standard Industrial Classification revised 1968 edition*

THE CENTRAL STATISTICAL OFFICE announce that a new edition of the Standard Industrial Classification was published on November 7. It defines the industrial headings under which all forms of economic activity are classified and thus provides a common basis for the presentation of industrial statistics by different Government departments.

It will be brought into use as soon as possible, replacing the existing 1958 Classification. For many statistical series this will be next year. In particular, the Classification will be followed in the Census of Production for 1968, to be taken in 1969, and the re-based (1963=100) index of production. It will probably be adopted for figures relating to the industrial analysis of employees, the unemployed, and vacancies from mid-1969; and for wage rates, the monthly index of average earnings, and the earnings and hours inquiries from the beginning of 1970.

As in previous editions the Classification is based on industries, not occupations, and without regard to ownership or control. The unit of activity is again taken as the 'establishment' and the definition of an establishment is further expanded from the 1958 version in this new edition. Similarly, further clarification has been given about the treatment of ancillary activities and of central offices.

The general structure of the Classification remains unchanged, though the number of Orders has been increased from 24 to 27, and of Minimum List Headings from 152 to 181. For example, the very large industry represented by the heading 'Catering, hotels, etc.', has been split into five headings – hotels, restaurants, public houses, clubs and catering contractors. This expansion of headings – particularly evident in the Chemicals, Engineering and Services Orders – will lead to an improvement in the amount of statistical detail available, which should be widely welcomed by all users of official statistics.

An Alphabetical List of Industries which constitutes an index for use in conjunction with the Standard Industrial Classification, is in course of preparation and will be published shortly as an accompanying volume.

Selective Employment Tax. The Government intend to adopt the new Standard Industrial Classification for the purposes of the Selective Employment Payments Act, 1966, and the necessary steps will be taken in Parliament in due course.

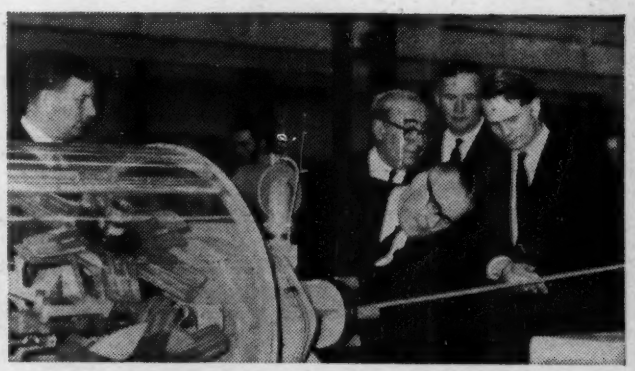
* Published by HMSO and obtainable from Government Bookshops in London (post orders to PO Box 569, London, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller. Price 5s. 6d. net.

Notes:

The Standard Industrial Classification was first issued in 1948 to promote uniformity and comparability in official statistics of the United Kingdom. Changes in the structure and relative importance of industries mean that periodic revisions of the Classification are desirable and a revised edition was published in 1958. The new 1968 edition is the result of a further revision of the Classification.

This new edition has again been prepared by an Inter-departmental Committee on which the principal departments collecting statistics have been represented. In considering the need for changes in the Classification, the Committee took account of the information about the size, structure and rate of various economic activities available from short-term inquiries and from the Census of Production and Distribution. The Committee also received advice and suggestions which were carefully considered, from trade associations, individual firms, Economic Development Committees and other experts, and wishes to acknowledge the help received in the production of this new edition.

Questions on the Selective Employment Tax should be addressed to the Department of Employment and Productivity (Tel, 01-930 6200).



Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology recently visited British Insulated Callender's Cables new £7½ million factory at Wrexham which produces low voltage power cables. Watching the paper lapping of a solid aluminium conductor are Dr. Bray (right) and (left to right) Mr. J. E. Ellard, divisional director, Power Cables Division and manager, Wrexham works; Mr. Stanley F. Steward, director of British Electrical and Allied Manufacturers' Association (bending forward); Mr. D. T. Hollingsworth, executive director, ICC and Mr. W. W. Garratt, personnel manager, Wrexham.

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Kunststoffe-Rundschau. Circulation 6,300	DM.760	9.60	£79.3.6
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Verfkroniek. Circulation 1,300 monthly on 20th	Fl.250	8.65	Pg. £28.18.0
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Chimica e l'Industria La. Circulation 4,000 monthly	L.50,000	L.1,500	£33.16.8
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Industria della Vernice L'. Circulation 3,000 monthly	L.45,000	L.500	Pg. £30.0.0
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SPAIN			
Pintures y Acabados. Barcelona quarterly	Ptas.3,600	168	£21.8.6
SWEDEN			
Svensk Kemisk Tidskrift. Circulation 6,000 monthly	Kr.1,150	12.42	£92.12.0
SWITZERLAND			
Chemischer Rundschau. Solothurn, German, French, English, every fortnight	S.Fr.920	10.4	£88.9.3
Oberflache-Surface. Circulation 3,000 monthly	Pg. S.Fr.825	10.4	£77.16.4
Schweizes Archiv. Monthly	Pg. S.Fr.500	10.4	£47.13.4
VENEZUELA			
Produccion. Monthly	Pg. U.S.$225	2.40	£93.15.0
YUGOSLAVIA			
Croatica Chemica Acta. Circulation 1,500 quarterly	$100	2.4	£41.13.4
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Exhibitions and Fairs

British industry well represented at Zurich Hydraulics and Pneumatics Fair

A report from the British Consulate-General, Zurich

HELD at two-yearly intervals, the International Trade Fair for Hydraulics and Pneumatics – the fourth in the series – took place at the Züspa permanent exhibition centre on the outskirts of Zürich near the airport from October 31-November 5. Some 182 manufacturers from the United Kingdom, Austria, Belgium, Canada, Denmark, Germany, France, Italy, Holland, Japan, Sweden, Switzerland and the United States exhibited their products in five halls on their own stands or on those of their Swiss agents, covering a total area of 12,000 square metres. According to the organizers, 12,500 visitors attended the show, an increase of 1,800 over the attendance in 1966.

Seventeen British companies took part in the exhibition in a joint venture scheme under the auspices of the Board of Trade. Seven of them, members of the British Compressed Air Society, were sponsored by that body whose first overseas group venture it was. The other 10 were sponsored by the Association of Hydraulic Equipment Manufacturers. Ten more members of AHEM exhibited through their Swiss agents, but as they also had nominal display space at the AHEM stand for their names and addresses and sample products, visitors to the joint venture stand were able to see at a glance where they could be found. Thirty-four more British companies participated, outside the joint venture scheme, through their Swiss agents. Britain therefore accounted for 61 out of a total of 182 companies exhibiting.

All British companies participating in the joint venture scheme considered it a praiseworthy form of exhibiting. All received a substantial number of interesting inquiries during the exhibition, and were confident that some of these would lead to worthwhile business, some of it in the short term. A few companies not already represented in Switzerland received inquiries from Swiss firms expressing interest in acting as distributors or agents. In general, British exhibitors found their participation in the exhibition useful for renewing and strengthening contacts with existing customers, for seeking out new customers, and for analysing the potential for future sales in the Swiss market. Some were surprised at the 'European' atmosphere of the exhibition, manifested by the number of buyers coming in from such countries as Belgium, Portugal, Italy, Yugoslavia, Germany, USSR and Scandinavia.

Practically all the British firms taking part outside the joint venture stands were of the opinion that this was not an exhibition where large orders are placed, but they were agreeably surprised by the great number of serious inquiries received and by the many new customer contacts made during the exhibition, and all agreed that it had surpassed their expectations by far.

Most of the Swiss agents also stressed that there was a keen interest in British products generally and one agent said that he had been unbelievably successful with his British product, calling it 'a victory for Britain'!

One of the British Compressed Air Society members, Maxam Power Limited, recorded a direct sale on its stand on the second day of the exhibition, selling its display Maxalog System Simulator to a Swiss Technical College. The buyer was apparently impressed by the potential of the machine for promoting a knowledge of fluid logic systems.

The British information stand, organized and manned by Trade and Technical Press Ltd., was an eye-catching unit extremely well designed, as were all the joint venture stands, by the Central Office of Information. It was ideally situated in the main entrance foyer of the exhibition, leading to the four halls where companies were exhibiting, and attracted a steady flow of inquiries. Literature was handed out free to inquirers, and many copies of first-class textbooks on the hydraulic and pneumatic industries were sold.

This exhibition could certainly not be described as one simply for the Swiss market. It had a European flavour throughout, and it appeared to have been efficiently organized. British industry, so well represented, had a welcome opportunity to seek out new customers and business, and to ascertain the market potential for a wide range of hydraulic and pneumatic equipment, systems, and components. The effective information stand, the neat methodical appearance of the AHEM stands, and the lively and busy atmosphere of the Compressed Air Society's stands, with their many working models and the presence of the directors of the two Associations and of many senior representatives of the participating firms, combined to make the British effort an impressive one.

The British information stand at the International Trade Fair for Hydraulics and Pneumatics, Zurich.

Tours of plastics factories for Interplas '69 visitors

OVERSEAS VISITORS to Interplas – the 1969 International Plastics Exhibition for Europe, at Olympia, London from June 18-27 – will have the opportunity to take part in specially organized conducted tours of plants and factories of the British plastics industry. The tours are to be arranged by Independent Trade Missions Limited, in conjunction with the organizers of Interplas.

Interplas, sponsored by the journal *British Plastics* in co-operation with the British Plastics Federation, invariably attracts a high proportion of visitors from overseas, for whom other special facilities include assistance with travel and accommodation arrangements, and at the exhibition, an exclusive overseas visitors' lounge offering free interpreter services, and theatre ticket and air-travel booking bureaus.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

London comes to Dublin's fair city!

A report from the Commercial Section, British Embassy, Dublin

STYLED 'LONDON FESTIVAL at Arnotts', the first British store promotion ever to be presented in the Irish Republic was opened on October 14 by the Lord Mayor of Westminster, Councillor C. A. Prendergast, in the presence of the British Ambassador, HE Sir Andrew Gilchrist, and the Lord Mayor of Dublin.

Far and away the most ambitious and successful store promotion yet seen in the Republic, the two-week event filled the Henry Street and Grafton Street premises of Arnotts, a leading Dublin department store. Window displays and interior decor were designed and executed by Eric Lucking, the prominent London design consultant. A continuing programme of visits by United Kingdom fashion, sports and entertainment personalities, including Sir Matt Busby, Simon Dee, John Cavanagh, and Wendy Padbury and Peter Byran, star and producer of the BBC's 'Dr. Who' serial, was especially effective in sustaining publicity and popular interest. Remarkably, peak sales figures were recorded during the second week of the promotion.

Features in the store included a model of Eros, a superb set of historical costumed figures provided by the Board of Trade, and, for children, the original 'Dalek' robots provided by BBC Television Enterprises Ltd., and live performances in Du Pont costumes of the BBC's 'Magic Roundabout' characters. BIS film shows were presented daily and informal modelling in the Henry Street store of British dress fabrics was supplemented by two major theatrical fashion presentations of British garments and accessories in Dublin's Peacock Theatre; these featured leading British and Irish models, with choreography by Alice Delgarno. Some 15 United Kingdom advisers, demonstrators, decor experts and a fashion consultant were brought to Dublin to assist customers during the promotion. A London Pearly Queen and Prince Consort provided a further attraction.

The Festival was marked by a number of social functions including a reception at the British Embassy and a formal supper entertainment at which the Arnott management were hosts to 200 visitors and suppliers from the United Kingdom.

Stimulated by feature material commissioned by COI and by the Co-operative Advertising Scheme, press publicity for the promotion broke all Irish records and was described by a leading Dublin public relations firm not associated with the event as 'quite fantastic'. The Dublin papers gave coverage in the form of 21 full page features; editorial publicity aggregated more than 2,300 column inches. Good television and radio coverage was also obtained.

As a merchandise operation the promotion was most successful. Working closely with the Board of Trade and the BNEC, Arnotts' buyers were able, during the months preceding the promotion, to open several new accounts in the United Kingdom and very substantially to widen their coverage of British merchandise. The latter has in the past accounted for approximately 15 per cent of Arnotts' total turnover, but for the promotion 'saturation' techniques were employed and British goods, including many new lines, predominated in all departments.

Admiring the Eros model in Arnotts' Henry Street, Dublin store are (left to right) the Lord Mayor of Dublin; the Lady Mayoress of Westminster; the Lord Mayor of Westminster; Mr. R. Nesbitt, managing director, Arnott and Co. (Dublin) Ltd.; the Lady Mayoress of Dublin; HE Sir Andrew Gilchrist; Lady Gilchrist.

In a market which this year is expected to provide British exporters with business of a value in excess of £225 million, the prospects for consumer goods, already bright, will continue to improve as tariffs reduce each year under the Anglo-Irish Free Trade Area Agreement. The enthusiastic public reception of Arnotts' 'London Festival' and the keen interest displayed in the event by traders throughout Dublin has provided an encouraging augury for the success of future British merchandise promotions in the Irish Republic.

Container industry on show at Baltimore

A report from the British Embassy, Washington, DC

THE SECOND INTERNATIONAL Container Services and Equipment Exposition took place from October 28 to November 1, at Baltimore, Maryland, one of the leading container ports on the United States eastern seaboard. It was held in the Baltimore Civic Center and Dundalk Marine Terminal and was organized by Mack-Brooks Exhibitions Ltd. both to provide a demonstration of the range of the container industry, including new port facilities and new handling and servicing equipment, and to provide a forum for the exchange of experience and technology.

Participation in the exposition by British firms and port authorities was organized by the London Chamber of Commerce as a joint venture with the Board of Trade. Although only 20 of the 117 exhibitors were British, the favourable location of their stands and the high quality of the displays gave the visitor on the opening day the impression of a predominantly British show, an impression strengthened at the conclusion of the opening ceremonies when a presentation to the Mayor of Baltimore from the Lord Mayor of London was made on the Lord Mayor's behalf by Mr. Dudley Perkins, director-general of the Port of London Authority. On the second day Mr. Perkins and three other British speakers took part in the first of a series of four symposia attended by over 400 people representing all sectors of the United States transportation industry and United States armed services. This symposium afforded the British speakers an opportunity to describe developments in United Kingdom port facilities and cargo handling, developments which were illustrated by the use of graphic material, models and equipment.

The British participation in the exhibition was divided between suppliers of services and suppliers of equipment. Besides the United States exhibitors there were single exhibitors from Japan, Germany, Finland, Sweden and Canada.

Attendance at the Civic Center exhibition totalled 8,568. In addition, 1,452 people observed demonstrations of container handling at the Dundalk Terminal. Registrations for each of the four symposia, ranging from 363 to 466, exceeded the organizers' expectations. On the final day 350 attended a lunch given by the organizers and addressed by the Hon. C. R. Smith, United States Secretary of Commerce, and Congressman E. A. Garmatz, chairman of the House Merchant Marine and Fisheries Committee.

Exhibitors and visitors alike expressed great satisfaction with the organization of the exposition. British exhibitors were unanimous in stating that participation had been valuable in providing an opportunity to put British port facilities, containers and container-handling equipment before a wide and appreciative audience. All British firms received promising inquiries and some expect to achieve important business as a result of their participation.

Sir Patrick Dean, British Ambassador in the United States (right), visited British exhibitors at the Container Services and Equipment Exposition, Baltimore.

Strong British representation at Greenville Textile Exposition

A report from the British Consulate-General, Atlanta

AS WAS FITTING for its assumed title of 'Textile Center of the World', the city of Greenville, South Carolina, was the venue, from October 21-25, for the 25th Southern Textile Exposition, a major event in the United States textile industry taking place every two years.

This year's event was significant in that in addition to 17 British firms who collaborated with their agents in exhibiting their products, Greenville was also host to the first officially sponsored mission in the textile field, a group of eight firms under the leadership of Mr. Hugh Wyn Griffith of Shirley Developments Ltd., under the title the Textile Control and Processing Equipment Mission. This group was sponsored by the British National Export Council.

On arrival, shortly before the opening of the exhibition, the group were met by the Mayor of Greenville, the Honourable David G. Traxler, Sr., and Mr. Wyn Griffith, in a televised ceremony, presented him with a scroll specially sent from the Lord Mayor of Manchester, Alderman Harold Stockdale. In return, Mayor Traxler presented a plaque for Alderman Stockdale.

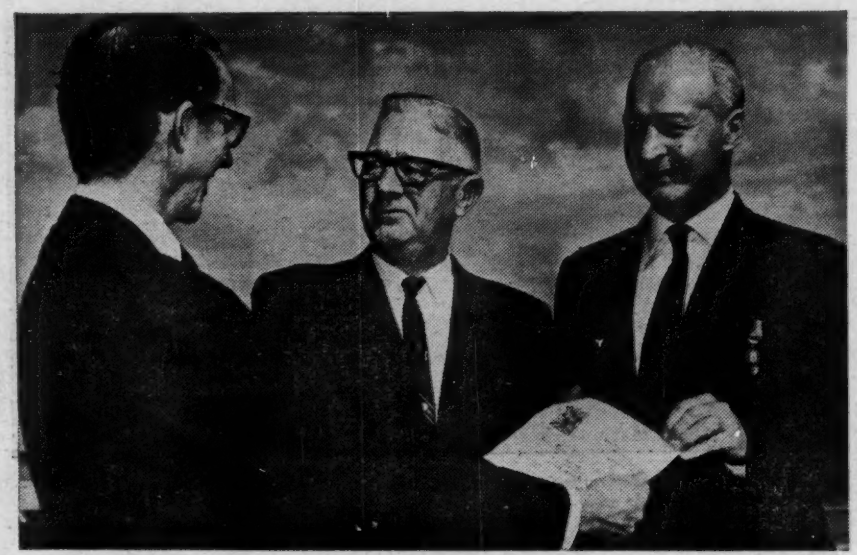
Although final figures are not yet available, present indications are that attendance at the Southern Textile Exposition exceeded 40,000, thereby setting a new record for this show. Certainly the interest was there. The president of the United States company Saco-Lowell is quoted as saying 'The variety of the exhibits and the general high quality of all the exhibits as well as the interest of the persons walking through has impressed me. . . .' The expatriate head of a British subsidiary said: 'In my opinion the show has exceeded all expectations . . . . We have been receiving more visitors than at any other show to date.' This was borne out yet again by the agent for a number of British companies, who told a member of the British Consulate-General in Atlanta that this had been his busiest exhibition so far.

With United States investment in the textile industry running at a current rate of some $900 million a year and with an estimated increase up to $2,000 million a year by 1977, it is hardly surprising that machinery manufacturers are looking for an upturn in sales figures which, even though high, have lagged below the record level of 1966, and for this reason British manufacturers should also be looking to the future.

Amongst the British representatives, there is already talk of a return mission to Greenville in 1969 when the American Textile Machinery Exhibition International takes place from October 20-24, and the British Textile Machinery Organization (TREX) has already negotiated space for a number of British firms. In 1970 the 26th Southern Textile Exposition will again take place in Greenville and in 1971 the International Textile event will revert to Europe, in Paris.

Other foreign countries have their eye on the American market, as witnessed by the participation this year of 12 countries other than the United Kingdom. A number of them, notably Germany and Switzerland, have been increasing their share of the market while the British share has been declining. Strong competition is now coming from Japan. The show has proved, however, that Britain has something to offer and with a determined effort can find a good market.

In view of the success of the mission, BNEC plan to encourage further efforts to follow the excellent market opportunities revealed. Both the Government and BNEC see good prospects for increasing the United Kingdom share of the market.



When the British Textile Processing and Control Equipment Mission arrived in Greenville for this year's Southern Textile Exposition, its leader, Mr. Hugh Wyn Griffith, of Shirley Developments Ltd., handed to the Hon. David G. Traxler, Sr., Mayor of Greenville, a scroll from the Lord Mayor of Manchester, Alderman Harold Stockdale. Left to right: Mr. Wyn Griffith, Mayor Traxler, and Mr. Sidney Anstey, HM Consul-General at Atlanta.

Preparing for British Week in Vienna

MANUFACTURERS taking part in British Week in Vienna must link up with Austrian agents at an early stage said Sir Alex Abel-Smith, deputy chairman to the BNEC Export Council for Europe, at a luncheon given by the Council on November 7 to explain opportunities for various categories of consumer goods in the Austrian market.

Sir Alex emphasized that Vienna was a city of small shopkeepers rather than large department stores, so that British firms would have to consider working through wholesalers, importers and agencies. It was essential not to leave this until the last minute.

Mr. George Bunzl, chairman of Bunzl Pulp and Paper Ltd. and joint leader of the British Week Team, made the further point that British firms should not expect a sole agent – they might well have to share with others. Smaller firms might find it better to work with smaller importers and wholesalers.

Vienna British Week, organized by the Board of Trade and BNEC Export Council for Europe, will be held from October 10 to 18, 1969. Austria's total import bill for 1967 amounted to nearly £350 million. Her main supplier is the Federal Republic of Germany, with 42 per cent of the market. Britain's share at present is only 6 per cent, amounting to £50 million.

Austria, however, is interested in broadening her trading scope. She is a member of EFTA, as is Britain, and last year EFTA countries increased their combined share of the Austrian market.

Modern retailing and promotional techniques are only just beginning to gain widespread acceptance in Vienna; the demand for quality manufactured goods such as British industry produces is rapidly increasing. Manufacturers who establish themselves now in Vienna can expect to find a steadily expanding market all over Austria.

British promotion at Gottlieb GmbH to be extended

THE BRITISH promotion to be staged by the Freiburg firm of Gottlieb GmbH, which was announced in the November 1 issue of the *Journal* (page 1194), is to be extended and will now be held from April 17 to 30, 1969.

Manufacturers may wish to note that the firm's full address is as follows:

Gottlieb Lebensmittel-filialbetrieb,
L. Gottlieb GmbH,
78 Freiburg,
Hans-Bunte-Strasse 16.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

Collapsible mobile display units for use at exhibitions and conferences have recently been supplied to Board of Trade regional offices. The centre panels are interchangeable for display of local material. The illustration shows Mr. Neville Shepherd, Chief Information Officer, Board of Trade, inspecting a unit which will be shown for the first time at the BNEC conference on trade with Latin America in London on December 12-13.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

British Industrial Exhibition Sao Paulo— 'a hard selling industrial promotion'

THE BRITISH Industrial Exhibition to be held in Sao Paulo in March next year has the twofold purpose of informing potential British exporters about market conditions in Brazil and informing potential Brazilian customers about modern British industrial production, said HRH Prince Philip, Duke of Edinburgh, presiding at a press meeting in Sao Paulo on November 6 to launch the exhibition to Brazilian buyers.

'Both the Brazilian market and British industry have changed almost beyond recognition in the last 20 years,' said Prince Philip, 'and it is high time that they had a close and critical look at each other again. The rapid development of Brazilian industry, the new and encouraging growth rate of the Brazilian economy and the control of inflation have all helped to transform the trading possibilities. At the same time, British industry has made an important swing to the science-based industries, while even the traditional industries, such as machine tools, the textile machinery and shipbuilding and the marine equipment industries have been transformed by new methods and products with vastly improved performance.'

Britain, Prince Philip said, has a tradition for technological invention and innovation and the exhibition would show that this tradition had not changed.

Mr. Ian C. Trafford, managing director of Industrial and Trade Fairs International Ltd., told the audience that the British Industrial Exhibition would occupy some 150,000 square feet of exhibition space inside the pavilion and a further 20,000 square feet of outdoor space. This would make it by far the largest single British export promotion of 1969 and one of the largest we had ever held anywhere in the world. Well over 300 British companies would be represented in the exhibition.

'I want to stress that our exhibition will be a hard-selling and quite unashamedly commercial exhibition,' said Mr. Trafford. 'Our exhibition is an industrial exhibition concerned exclusively with industrial products. More than this, the exhibition does not even try to present a cross-section of all of British industry. It is a selective exhibition, the main purpose of which is to show to your industrialists and to your federal, state and municipal purchasing agencies precisely the kinds of products which we think you may wish to buy from us. We do not wish to waste everybody's time in a fruitless attempt to sell to you products which you already manufacture yourselves, or to display to you the wide range of consumer goods for which the market for imported merchandise does not offer the same possibilities of expansion as is the case with capital goods.

'This is the first large-scale British Industrial Exhibition to be organized on the continent of South America for over 30 years,' continued Mr. Trafford. 'I can promise you that the criticism heard all too frequently these days – "Too little and too late" – is not going to apply to this exhibition. We are certainly not too little –$3 million worth of exhibits proves that – and the 700 British businessmen coming to Sao Paulo next year are going to make very sure indeed that, even if they are not quite the first on the scene, they are certainly not too late.'

The exhibition, which will be held from March 5 to 16, is organized by Industrial and Trade Fairs International Ltd. with Board of Trade help and sponsored by the BNEC Committee for Exports to Latin America.

Fifty well-known members of the Danish licensed trade with their wives, have been the guests of Johnnie Walker on a tour of Scotland. They toured Johnnie Walker's new blending and bottling plant and visited Rosebank Distillery, Falkirk, toured Edinburgh and at an all-Scottish dinner in Glasgow, were entertained by Scottish dancers and singers. Photographed at Barleith in the company's new blending hall are, left to right, Mr. Whitton, export director of John Walker & Sons Ltd., Mr. J. H. Bentley, Scottish sales director, John Walker & Sons Ltd., and Mr. Per Valet, president of the Danish Bartenders' Guild.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Upper Volta and USSR

THE UPPER VOLTA *Journal Officiel* of July 25 announced the ratification of a trade agreement between Upper Volta and the USSR, signed in Ouagadougou on March 8, 1968.

Exports from the USSR to Upper Volta will include the following products: machinery and equipment including agricultural machinery and tools; material for public works; vehicles; power and electro-technical plant; lifting, transport and boring apparatus; pumps; plant for the food industry; tools and various instruments; iron and steel laminates; chemical and medical products; cement; plate glass; condensed milk; cotton fabrics and thread; sewing machines; photographic, cinematographic and horological products; radios; metal, china and earthenware vessels; toilet soaps; publications, printed films and gramophone records.

Exports from Upper Volta to the USSR will include: cotton, groundnuts, sesame, shea nuts and butter, leather and skins, handmade articles, publications and printed films.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Denmark and Spain (including the Balearic and Canary Islands) have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

British Commercial Representatives Overseas: Amendments

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on September 13, 1968, should be further amended as follows:

CONGO, DEMOCRATIC REPUBLIC OF – Lubumbashi. *Amend* address of British Consulate to 'Boulevard Lueac 669, Lubumbashi'. The postal address remains the same.

LESOTHO – *amend* telephone number to '3961'.

NICARAGUA – *amend* telephone number to '25-301/2'.

SPAIN – Las Palmas. *Amend* address and telephone number of British Consulate to 'Edificio Hocasa 6 Piso, Calle Alfredo L. Jones 37, Las Palmas. (Tel. 262508.)'

SWAZILAND – *add* telephone and telex numbers as follows: '(Tel. 2581.) (Telex 201-SAX 39, a/b SAX 39.)'

The final contract document covering a £9 million order for two English Electric turbo-generator sets for the Ringhals nuclear power station was signed in Stockholm at the end of October by Mr. J. F. Herbert, English Electric's director of Overseas Services (right), and Mr. E. Grafstrom, chairman of the Swedish State Power Board (seated left). With them are (left standing): Mr. I. Wivstad, vice-president, Swedish State Power Board, and Mr. J. E. Griffiths, of English Electric's Large Steam Turbine Division. The two turbo-generator units have an output of 396 megawatts each and will be linked to a 750-megawatt boiling water reactor. Ringhals is the largest reactor/turbine unit of its kind in Europe.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ABU DHABI

(222/68) Steel Hangar for Department of Development and Public Works. December 14. E.S.B. 41995/68.*

ARGENTINA

(219/68) Copper Cakes and Billets for Ministerio de Defensa. December 3. E.S.B. 41176/68.*

Servicios Electricos del Gran, Buenos Aires (SA):

(222/68) Panel Board and Accessories, December 3. E.S.B. 42138/68.*

(222/68) Cartridge Fuses, December 3. E.S.B. 42139/68.*

(222/68) Relays. December 3. E.S.B. 42140/68.*

AUSTRALIA

(222/68) Road Communication Equipment for Cairns Regional Electricity Board. December 4. E.S.B. 42102/68.

(222/68) Ring Main Units for Capricornia Regional Electricity Board. December 9. E.S.B. 41877/68.*

(221/68) Loaders for Department of Works. (Further Information.) Tender documents now available. E.S.B. 40548/68.*

(219/68) Radio Transmitter and Equipment for District Contract Board. (Further Information.) Tender documents now available. E.S.B. 39977/68.*

(220/68) Reheat Boiler for Electricity Commission of New South Wales. (Further Information.) February 10, 1969. Tender documents now available. E.S.B. 36807/68.*

(222/68) Ash Handling Plant for Northern Electric Authority of Queensland. November 27. E.S.B. 42103/68.*

(222/68) Television Transmitting Equipment for Postmaster-General's Department. (Further Information.) Tender documents now available. E.S.B. 40504/68.*

State Electricity Commission of Victoria:

(220/68) Cooling Towers, March 3, 1969. E.S.B. 41195/68.

(221/68) Insulators, (Further Information.) Tender documents now available. E.S.B. 40546/68.*

(219/68) Transformers for Sydney County Council. January 9, 1969. E.S.B. 40861/68.*

Victorian Railways:

(221/68) Railway Maintenance Machinery. (Further Information.) Tender documents now available. E.S.B. 40506/68*, E.S.B. 40507/68.*

(221/68) Ballast Tamping Machine. (Further Information.) Tender documents now available. E.S.B. 40508/68.*

(221/68) Trains. (Further Information.) Tender documents now available. E.S.B. 40513/68.*

BOLIVIA

(219/68) Construction of a Milk Processing Plant for Corporacion Boliviana de Fomento. January 2, 1969. E.S.B. 40872/68.*

Yacimientos Petrolliferos Fiscals Bilivianos:

(218/68) Drill Pipes and Accessories. November 27. E.S.B. 41168/68.*

(218/68) Tractors. November 27. E.S.B. 41169/68.*

(218/68) Drilling Collars and Protectors. November 27. E.S.B. 41170/68.*

BURMA

Minerai Development Corporation:

(221/68) Electrical Supplies. December 31. E.S.B. 41356/68.*

(221/68) Diesel Engines. December 31. E.S.B. 41357/68.*

(221/68) Brass, Steel, Copper, Zinc, Plastic. December 31. E.S.B. 41358/68.*

(222/68) Paint; Abrasives. December 15. E.S.B. 41379/68.*

Myanma Export Import Corporation:

(221/68) Paper, November 30. E.S.B. 41361/68.*

(221/68) Railway Workshop Equipment. December 23. E.S.B. 41375/68.*

(221/68) Bitumen. November 30. E.S.B. 41809/68.*

(221/68) Aluminium Nitrate. November 27. E.S.B 41399/68.*

(221/68) Measuring Instruments. December 15. E.S.B. 41816/68.*

(221/68) Permanent Way Equipment. December 15. E.S.B. 41817/68.*

(221/68) Photoprinting. November 30. E.S.B. 41870/68.*

(222/68) Geochemical Instrument Spare Parts. December 31. E.S.B. 41359/68.*

(222/68) Carpentry Tools. January 2, 1969. E.S.B. 41371/68.*

(222/68) Hack Saw Blades. December 30. E.S.B. 41372/68.*

(222/68) Hand Tools. January 2, 1969. E.S.B. 41373/68.*

(222/68) Workshop Tools. December 26. E.S.B. 41374/68.*

(222/68) Belting and Belting Materials. December 15. E.S.B. 41380/68.*

(222/68) Mining Equipment. December 15. E.S.B. 41803/68.*

(222/68) Crane, Bulldozers. December 31. E.S.B. 41804/68.*

(222/68) Geophysical Equipment. December 31. E.S.B. 41814/68.*

(222/68) Wire Ropes; Chains. December 15. E.S.B. 41815/68.*

(222/68) Grinding Materials. December 15. E.S.B. 41818/68.

(222/68) Miners' Clothing and Equipment. December 15. E.S.B. 41823/68.*

(222/68) Railway Workshop Materials. December 30. E.S.B. 41844/68.*

(223/68) Methyl Isobutyl Ketones. November 28. E.S.B. 42191/68.*

(223/68) Cadium Chloride. November 28. E.S.B. 42193/68.*

People's Electro-Mechanical Services:

(222/68) Electrolytic Capacitors, Paper Condensers. December 21. E.S.B. 41369/68.*

(222/68) Copper Wire. December 21. E.S.B. 41370/67.*

(222/68) Electrical Bridge. December 24. E.S.B. 41376/68.*

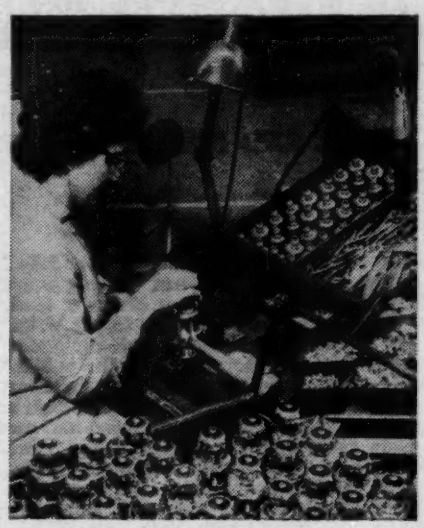
(222/68) Transistor Tester. December 24. E.S.B. 41377/68.*

(223/68) Audio Mixer. December 28. E.S.B. 42198/68.*

People's Oil Industry:

(221/68) Cable, December 15. E.S.B. 41354/68.*

(221/68) Development Tanks. November 30. E.S.B. 41355/68.*



An order for 200 Leonard thermostatic shower mixing valves, to be installed in the Trans-Australian, Sydney to Perth express, being assembled at the Cheltenham factory of the Walker Crosweller Group. The train will have two types of carriage, one with two showers per carriage and the other with one shower to each compartment. Walker Crosweller showers were chosen against stiff international competition and after rigorous evaluation tests.

(221/68) Wax. November 30. E.S.B. 41364/68.*

(221/68) Batteries, November 30. E.S.B. 41365/68.*

(221/68) Colouring Pigments, November 30. E.S.B. 41362/68.*

(222/68) Dry Cell Batteries. December 15. E.S.B. 41366/68.*

(222/68) Silicone Oil. November 30. E.S.B. 41805/68.*

(222/68) Transformer Starter Spare Parts. November 30. E.S.B. 41806/68.*

(222/68) Air-conditioning Units and Fan. November 30. E.S.B. 41807/68.*

(222/68) Jointing and Packing Materials. November 30. E.S.B. 41808/68.*

(222/68) Paint and Stencil Brushes. November 30. E.S.B. 41810/68.*

(222/68) Chemicals. November 30. Tender documents now available. E.S.B. 41811/68*, E.S.B. 41812/68* and 41813/68.*

(223/68) Cement. December 17. E.S.B. 42187/68.*

(223/68) Brushes. December 15. E.S.B. 42188/68.*

(223/68) Woven Wire Cloth, Wire Netting. December 14. E.S.B. 42189/68.*

(222/68) Oxygen Cylinder Valves. December 15. E.S.B. 42190/68.*

Public Works Corporation:

(219/68) Steel Tubing. (Further Information.) E.S.B. 40107/68.*

(221/68) Paint, December 28. E.S.B. 41360/68.*

(222/68) Pipes and Fittings. December 15. E.S.B. 41819/68.*

(222/68) Baths and Fittings. December 15. E.S.B. 41820/68.*

(222/68) Sanitary Fittings. December 12. E.S.B. 41821/68.*

(221/68) Welding Equipment for Textile Mills (IDC). November 30. E.S.B. 41368/68.*

Union of Burma Railway Board:

(222/68) Springs for Locomotives. December 30. E.S.B. 41843/68.*

(222/68) Railway Workshop Materials. December 30. E.S.B. 41845/68.*

(222/68) Railway Engine Cylinders. January 8, 1969. E.S.B. 41846/68.*

(222/68) Railway Workshop Equipment. January 6, 1969. E.S.B. 41847/68.*

CANADA

(221/68) Construction of Transmission Line Towers for British Columbia Hydro and Power Authority. (Advance Information.) E.S.B. 41313/68.*

(220/68) Circuit Breakers for Manitoba Hydro. December 12. E.S.B. 41340/68.*

CEYLON

Ceylon Transport Board:

(222/68) Glass. December 14. E.S.B. 41862/68.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident or firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 886143 AB: Bothillgate Ldn.), mentioning the products or countries of special interest to you.

(222/68) PVC Leather Cloth, Bus Body Fittings. November 30. E.S.B. 41863/68.
(222/68) Rubber Products. November 29. E.S.B. 41864/68.
(221/68) Kraft Pulp for Eastern Paper Mills Corporation. December 15. E.S.B. 41842/68.*
(221/68) Wrought Steel for Industrial Development Board. November 30. E.S.B. 41869/68.
(218/68) Construction of Tunnels for Ministry of Land, Irrigation and Power. (Advance Information.) Closing date not known. E.S.B. 40860/68.
(222/68) Cotton Yarn for National Textile Corporation. December 6, 8, 9. E.S.B. 41865/68.
(222/68) Vehicles, Cranes, Street Lighters for Port Cargo Corporation. November 11. E.S.B. 41866/68.*
Tender Board:
(218/68) Polydise Tillers. December 15. E.S.B. 40862/68.
(218/68) Ploughs. December 15. E.S.B. 40863/68 and 40864/68.
(218/68) Drugs. December 31. E.S.B. 40867/68.
(218/68) Cultivators. December 15. E.S.B. 40880/68.
(218/68) Refrigeration Plant. December 12. E.S.B. 40866/68.*
(218/68) Air-conditioning Plant. December 12. E.S.B. 40888/68.
(218/68) Harrows. December 15. E.S.B. 40881/68, 40882/68 and 40883/68.
(218/68) Vehicles. December 15. E.S.B. 40884/68.
(218/68) Tractors. December 15. E.S.B. 40885/68 and 40886/68.
(219/68) Mortuary Coolers. December 12. E.S.B. 40865/68.*
(222/68) Dyeing Machine, Winding Machine. January 26, 1969. E.S.B. 41868/68.*

COLOMBIA

Ferrocarriles Nacionales de Colombia:
(222/68) Trucks. December 2. E.S.B. 42152/68.*
(222/68) Electric Jacks. November 29. E.S.B. 42153/68.*
(222/68) Power Sub-Station Plant for Instituto Colombiano de la Reforma Agiaria. November 27. E.S.B. 41841/68.

CONGO, DEMOCRATIC REPUBLIC OF

(222/68) Pharmaceuticals for DCMP. December 3. E.S.B. 42157/68.*

DOMINICAN REPUBLIC

(220/68) Generating Plant for Falcon Bridge Corporation of Canada. February 4, 1969. E.S.B. 44581/67.

ECUADOR

(219/68) Construction of Dam for Centro de Rehabilitation de Manabi. (Further Information.) E.S.B. 38441/68.*

ETHIOPIA

(218/68) Medical Supplies for Central Medical Stores Corporation. December 4. E.S.B. 41101/68.*
(220/68) Pharmaceuticals; Bottles and Vials for Ethiopian Drug Manufacturing Co. November 29. E.S.B. 41198/68.*

GREECE

(221/68) Duplicating Machines for Institute of Social Insurance. December 20. E.S.B. 41348/68.*
Ministry of Commerce:
(221/68) Scales. (Further Information.) E.S.B. 29415/68.*
(221/68) Freezing Equipment; Lift. (Further Information.) E.S.B. 33115/68.*
(221/68) Machine Shop Tools. December 2. E.S.B. 41840/68.*
(221/68) Oxygen and Nitrogen Cylinders. November 29. E.S.B. 41344/68.*
(221/68) Tools. November 27. E.S.B. 41352/68.*

INDIA

(218/68) Locomotives for Andaman Harbour Works. November 27. E.S.B. 40876/68.
(223/68) Laboratory Equipment for Bharat Heavy Electricals Ltd. December 18. E.S.B. 42182/68.*
Bokaro Steel Ltd.:
(221/68) Oxygen Receivers and Equipment. December 6. E.S.B. 41335/68.
(223/68) Jaw Crushers; Pneumatic Handling Equipment. (Further Information.) E.S.B. 39885/68.*
(221/68) Silicon Rectifier Equipment for Chittaranjan Locomotive Works. (Further Information.) Tender documents now available. E.S.B. 39953/68.*
Damodar Valley Corporation:
(219/68) Instrumentation, Controls and Accessories. (Further Information.) Tender documents now available. E.S.B. 39445/68.*
(223/68) Water Treatment Plant. January 6, 1969. E.S.B. 42174/68.
(223/68) Coal Handling Plant. January 10, 1969. E.S.B. 42175/68.
(223/68) Radial Drill for Pyrites and Chemicals Development Co. Ltd. (Further Information.) E.S.B. 39945/68.
(219/68) Locomotive Axles and Wheels for Railway Board. December 5. E.S.B. 41310/68.*
UP State Electricity Board:
(221/68) Insulator Strings and Fittings. (Further Information.) Tender documents now available. E.S.B. 39194/68.*
(221/68) Lightning Arresters. (Further Information.) Tender documents now available. E.S.B. 39889/68.*
(221/68) Isolators. (Further Information.) E.S.B. 39890/68.*
(223/68) Transformers for West Bengal State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 39950/68.*
(219/68) Rectifier Set for Western Railway. January 26, 1969. E.S.B. 41311/68.

IRAN

(219/68) Air Compressor Motors for Iranian State Railways. December 14. E.S.B. 41186/68.*
(219/68) Food Preparation Equipment for Iranian Tobacco Monopoly. January 8, 1969. E.S.B. 41187/68.*

An inlet bell mouth and guide vane – for use in the cooling system at Shuaiba Power Station, Kuwait – manufactured at Wellman Alloys Ltd., Stourbridge. It is one of two units ordered by Vickers Ltd., Pump Division, of Barrow-in-Furness. Both were manufactured in FMB titanium stabilized steel using the statically cast orthodox sand mould method with CO_2 core.

IRAQ

(219/68) Ironing and Embossing Machine for Correspondence and Foreign Purchase Department. December 21. E.S.B. 41157/68.*
(223/68) Oil Refining Plant for Cotton Seed Products. (Further Information.) The closing date has been postponed to November 30. E.S.B. 35132/68.*
(218/68) Mobile Equipment for Directorate-General of Roads and Bridges. December 28. E.S.B. 41135/68.
(218/68) Electrical Project for Directorate-General of Projects. December 10. E.S.B. 41136/68.
(219/68) Tractor Shovel Loaders for Iraqi Ports Administration. December 18. E.S.B. 41149/68.
(219/68) Telephone Instruments and Spares for Ministry of Communications. January 15, 1969. E.S.B. 41147/68.
(219/68) Video Tape for Ministry of Finance. December 8. E.S.B. 41146/68.
(219/68) Syringes and Needles for Ministry of Health. December 22. E.S.B. 41145/68.
Ministry of Oil and Minerals:
(219/68) Welding Machines. December 3. E.S.B. 41148/68.
(219/68) Tyres and Tubes. December 3. E.S.B. 41154/68.*
(219/68) Generating Sets for Ministry of Municipal and Rural Affairs. December 10. E.S.B. 41102/68.
National Electricity Administration:
(219/68) Cables. December 9. E.S.B. 41141/68.
(219/68) Cables. December 2. E.S.B. 41142/68.

JAMAICA

(220/68) Generating Unit for Jamaica Public Service Co. Ltd. (Advance Information.) E.S.B. 41106/68.*
(223/68) Boiler and Associated Equipment for Stone and Webster Engineering Corporation. January 2, 1969. E.S.B. 41896/68.*

LEBANON

(218/68) Generating Sets for Directorate of Civil Aviation. December 7. E.S.B. 41104/68.*

MALAYSIA

(220/68) Composite Cable and Equipment for Director-General of Telecommunications. November 29. E.S.B. 41334/68.*
Ministry of Agriculture and Co-operatives:
(223/68) Tipper Lorry. January 27, 1969. E.S.B. 42168/68.*
(223/68) Trucks. January 28, 1969. E.S.B. 42169/68.*

MALTA

(222/68) Cable for Malta Electricity Board. December 3. E.S.B. 42109/68.*
Treasury:
(219/68) Milk Powder. December 5. E.S.B. 41137/68.*
(219/68) Footwear. December 5. E.S.B. 41138/68.*
(219/68) Street Cleaning Trucks. December 5. E.S.B. 41139/68.*
(219/68) Rolling Shutters. December 5. E.S.B. 41140/68.*
(222/68) Refuse Collection Vehicles. December 5. E.S.B. 42110/68.*
(223/68) Milk Churns. December 5. E.S.B. 42105/68.*
(223/68) Paper. December 5. E.S.B. 42106/68.*
(223/68) Bedspread Fabric. December 5. E.S.B. 42107/68.*
(223/68) Cable. December 3. E.S.B. 42108/68.

MEXICO

Mexican Light and Power Co.:
(222/68) Circuit Breaker, Arc Extinction Chambers. November 28. E.S.B. 42130/68.*
(223/68) Reactors. December 9. E.S.B. 42199/68.*

MOZAMBIQUE

(218/68) Electric Generating Set for Municipal Chamber of Tete. January 9, 1969. E.S.B. 40900/68.
Ports, Railways and Transport Department:

(Continued on next page)

Robert Hough

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RH ESTABLISHED 1860

(218/68) Locomotive Spare Parts. December 6. E.S.B. 40894/68.*
(219/68) Wharf Machinery Parts and Accessories. December 6. E.S.B. 40893/68.*
(219/68) Metal Casting Compounds, November 27. E.S.B. 40897/68.*
(218/68) Workshop Equipment. December 6. E.S.B. 40895/68.*

NETHERLANDS

(220/68) Refuelling Tanker for HQ, Allied Forces, Centre Europe. December 13. E.S.B. 41338/68.*

NEW ZEALAND

General Post Office:
(222/68) Copper Wire. December 13. E.S.B. 41884/68.*
(223/68) Twine. December 5. E.S.B. 41885/68.*
(221/68) Transformers for Invercargill City Council (Further information.) Tender documents now available. E.S.B. 40576/68.*
(222/68) Transmission Line Towers for New Zealand Electricity Department. January 20, 1969. E.S.B. 41886/68.*

PAKISTAN

Pakistan Western Railway:
(222/68) Ferro Molybdenum. December 4. E.S.B. 41882/68.
(222/68) Grinding Wheels. December 5. E.S.B. 41883/68.

SAUDI ARABIA

(221/68) Insecticide Sprays for Ministry of Health. December 30. E.S.B. 41350/68.
(219/68) Broadcasting Equipment Spare Parts for Ministry of Information. Closing date not stated. E.S.B. 40494/68.

SINGAPORE, REPUBLIC OF

(221/68) Sewers for Public Works Department. November 29. E.S.B. 41899/68.*

SOUTH AFRICA

(222/68) Lingerie Material for Cape Provincial Tender Board. December 6. E.S.B. 41825/68.*
State Procurement Board:
(222/68) Semi-Trailers. December 12. E.S.B. 41837/68.
(223/68) Cable. December 10. E.S.B. 42158/68.*
State Tender Board:
(222/68) Diaphragm Pumps. November 28. E.S.B. 41826/68.*
(222/68) Aluminium Alloy Sheets. November 27. E.S.B. 41827/68.*
(222/68) Padlocks. December 5. E.S.B. 41838/68.*

TAIWAN

Central Trust of China:
(218/68) Pipe and Bolt Threading Machine. December 2. E.S.B. 41127/68.*
(219/68) Asphalt Homogenizer. November 27. E.S.B. 41123/68.*
(219/68) Steel Plates. November 28. E.S.B. 41124/68.*
(219/68) Fork-lift Truck. December 4. E.S.B. 41130/68.*
(219/68) Clamps. November 29. E.S.B. 41131/68.*
(219/68) Rubber Dock Fenders. December 3. E.S.B. 41152/68.*
(219/68) Car Washers. November 29. E.S.B. 41123/68.*
(219/68) Steel Piling and Accessories. December 2. E.S.B. 41151/68.*
(219/68) Testing Machine. December 3. E.S.B. 41153/68.*
(219/68) Vehicle Spare Parts. December 3. E.S.B. 41129/68.*
(219/68) Silicon Diodes and Fuse. December 29. E.S.B. 41132/68.*
(219/68) Superheat Packing. December 3. E.S.B. 41128/68.
(222/68) Heat Exchanger Tubes and Tube Sheets. December 6. E.S.B. 41387/68.*
(222/68) Data Processing Cards. December 7. E.S.B. 41388/68.*
(222/68) Forward-Shovel Loader. December 10. E.S.B. 41390/68.*
(222/68) Transformers, December 7. E.S.B. 41875/68.*

Static and dynamic endurance tests designed as part of a continuing programme of research into the performance of new materials are shown under way at the Hitchin experimental department of the Cam Gears Group, the steering gear designers and manufacturers, for ultimate use in manufacturing plant in the United Kingdom, Europe and Australia. In the foreground, steering equipment for the current production model 3½ litre (right hand drive) Rover is being used to check on an input shaft seal made of synthetic rubber. The engineers will allow hot oil to flow through the steering gear under varying pressures for some hours to simulate differing types of motoring conditions. In the background a new type of steering system now under development for commercial vehicle uses is being prepared for a series of endurance tests.

(222/68) Welding Electrodes. December 5. E.S.B. 41876/68.*
(223/68) Tear Tape. November 29. E.S.B. 41898/68.*
(223/68) Tobacco Drying and Cooling Plant. November 29. E.S.B. 42121/68.*
(223/68) Laboratory Equipment. December 4. E.S.B. 42141/68.*
(223/68) Temperature Recorders. November 30. E.S.B. 42112/68.*
(223/68) Electric Hoist. December 9. E.S.B. 42124/68.*
(223/68) Lithograph Zinc Sheets. December 4. E.S.B. 42125/68.*

TANZANIA

Central Tender Board:
(222/68) Photographic Equipment. November 27. E.S.B. 41833/68.
(223/68) Boilers. November 29. E.S.B. 42161/68.
(222/68) Abattoir Machinery for National Development Corporation. (Pre-qualification information.) December 13. E.S.B. 41850/68.

THAILAND

(220/68) Stationery Supplies for Naval Supply Department. November 27. E.S.B. 41331/68.
(223/68) Thread Snap for Ordnance Department. November 28. E.S.B. 42394/68.

TUNISIA

(223/68) Thermal Power Station for Societe Tunisienne de l'Electricite et du Gas. (Further information.) E.S.B. 6602/68.*

TURKEY

(222/68) Propellers for Denizcilik Bankasi TAO, November 28. E.S.B. 41887/68.*
GNKUR Arge Dairesi Baskanligi:
(220/68) Vibration and Sound Level Meter. December 2. E.S.B. 41321/68.*
(220/68) Radiological Equipment. December 3. E.S.B. 41322/68.*
(220/68) Fade-Ometer. December 4. E.S.B. 41323/68.*
(222/68) Seamless Steel Lined Pipe for Hava Meydanlari Ve Akaryakit. December 16. X.P. 1183/68.
(219/68) Excavators for Karayollari Genel Mudurlugu. December 19. E.S.B. 40869/68.*
(219/68) Coil Winding Machines Wire and Cable Colouring Machine for PTT Genel Mudurlugu. December 16. E.S.B. 40870/68.*
(222/68) Chrome Paper for Turkiye Selulos ve Kagit Fabrikalari Isletmesi. December 10. E.S.B. 41893/68.*

UNITED STATES OF AMERICA

(222/68) Control Equipment for Department of the Interior. (Further information.) The closing date has been postponed to November 27. E.S.B. 39941/68.*

URUGUAY

AFE (State Railways):
(219/68) Registration System. December 17. E.S.B. 41181/68.*
(219/68) Carpenters' and Bricklayers' Tools, December 17. E.S.B. 41309/68.*
(219/68) Cheese Manufacturing Equipment for Cooperativa Nacional de Productores de Leche. The closing date has been postponed to December 20. E.S.B. 25743/68.*
Facultad de Medicina:
(219/68) Thermometers. First call December 20; second call December 23. E.S.B. 41306/68.
(219/68) Injection Needles. First call December 10; second call December 23. E.S.B. 41307/68.
(219/68) Probes. First call December 10; second call December 23. E.S.B. 41308/68.
(219/68) Fibre Ropes for Ministry of Public Works. First call November 27; second call November 29. E.S.B. 41191/68.
UTE (State Electricity and Telephone Board):
(219/68) Surge Diverters. December 11. E.S.B. 41302/68.*
(219/68) Communications Equipment. December 12. E.S.B. 41303/68.*
(219/68) Copper and Bronze. First call December 3; second call December 10. E.S.B. 41305/68.
(220/68) Crane for UTE (State Electricity and Telephone Board). December 13. E.S.B. 41309/68.*

YUGOSLAVIA

(220/68) Miscellaneous Equipment for Brodogradiliste Split (Shipyard Split), January 2, 1969. E.S.B. 41314/68.*
(220/68) Oil Transformer for Elektroopskrba. January 2, 1969. E.S.B. 41316/68.*
(218/68) Building Equipment for Gradjevno Poduzece Konstruktor. December 25. E.S.B. 40808/68.*
(218/68) Electrical Equipment for Kombinat Aluminijuma. January 5, 1969. E.S.B. 40807/68.*
(220/68) Aluminium Plant Equipment for Kombinat Aluminijuma. January 2, 1969. E.S.B. 41317/68.*
(218/68) Bus Chassis for Ljubljana Transport. December 25. E.S.B. 40810/68.*
(220/68) Printing Machine and Equipment for Poduzeoe Grafika Uvoz-Izvoz I Tragovina na Veliko, January 2, 1969. E.S.B. 41318/68.*
(219/68) Spinning Mill for Trade Association of Textile Industry. December 25. E.S.B. 40811/68.
(218/68) Packing Machines and Vacuum Pumps for Srpska Fabrika Stakla. December 25. E.S.B. 40809/68.*
(220/68) Tobacco Preparation Equipment for Varlar Import Export. January 2, 1969. E.S.B. 41315/68.*

ZAMBIA

Central Supply and Tender Board:
(218/68) Needles, Syringes, December 6. E.S.B. 41108/68.*
(218/68) Hose Tops. December 6. E.S.B. 41109/68.*
(219/68) Surgical Instruments and Accessories. December 6. E.S.B. 41107/68.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.). at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(221/68) Inquiry for automotive vehicles and spare parts; household appliances. E.S.B. 38266/68.

Algeria/Morocco
(220/68) Trade Agreement. E.S.B. 1209/G.

Argentina
(218/68) Inquiry for chemical, pharmaceutical, botanical, veterinary and agricultural products. E.S.B. 39513/68.
(218/68) Inquiry for dredgers; road building machinery and equipment; turbines. E.S.B. 40289/68.
(220/68) Inquiry for aluminium oxide naphthalene. E.S.B. 16247/66.

Australia
(219/68) Agency inquiry for chemists sundries; pharmaceutical products; veterinary supplies. E.S.B. 41018/68.
(218/68) Inquiry for refrigerant gas cylinders. E.S.B. 40927/68.
(219/68) Inquiry for electric motors. E.S.B. 40999/68.
(219/68) Inquiry for polyethylene yarn. E.S.B. 40965/68.
(221/68) Inquiry for meat wrap; stockinet. E.S.B. 40996/68.
(222/68) Inquiry for aerosol valve production equipment. E.S.B. 41700/68.
(222/68) Inquiry for air blower. E.S.B. 41707/68.

Australia, Waiver of British Preference
(219/68) Inquiry for quartz oscillator. E.S.B. M/71/68.
(221/68) Inquiry for aluminium cable. E.S.B. A/103/68.
(221/68) Inquiry for contact finger strips. E.S.B. S/122/68.
(221/68) Inquiry for data recorder and amplifier; seismometer; seismic amplifier. E.S.B. A/102/68.
(221/68) Inquiry for electrical transducers. E.S.B. A/101/68.
(222/68) Inquiry for adhesive film. E.S.B. S/127/68.
(222/68) Inquiry for cigarette packet making and handling machinery. E.S.B. S/124/68.
(222/68) Inquiry for foam tape. E.S.B. S/125/68.
(222/68) Inquiry for heating unit tube. E.S.B. S/123/68.
(222/68) Inquiry for pattern grading and cutting machinery. E.S.B. M/80/68.
(222/68) Inquiry for reflective sheeting. E.S.B. S/126/68.

Austria
(221/68) Agency inquiry for biscuits; chocolates; jams. E.S.B. 41516/68.
(221/68) Agency inquiry for biscuits; chocolates; jams; toffees. E.S.B. 41479/68.
(219/68) Inquiry for egg housings. E.S.B. 41202/68.
(221/68) Inquiry for agricultural equipment. E.S.B. 41439/68.

Bahamas
(223/68) Inquiry for power-cruiser. E.S.B. 41744/68.

Bolivia
(219/68) Agency inquiry for cosmetics; whisky. E.S.B. 36643/68.
(222/68) Agency inquiry for pig slaughter-house and by-products plant. E.S.B. 34353/68.
(220/68) Inquiry for ball crushing mill grids; coffee mill closing and sealing machinery; paper bag filling machinery. E.S.B. 36907/68.
(222/68) Inquiry for bags; ovens. E.S.B. 41640/68.

†For further details of the 'Export Service Bulletin' see page 1358.

Brazil
(218/68) Agency inquiry for acetate yarns; knitting machinery. E.S.B. 40617/68.
(220/68) Inquiry for woodworking machinery. E.S.B. 36230/68.

Burma
(219/68) Inquiry for dental equipment and instruments. E.S.B. 41222/68.

Cameroon
(222/68) Inquiry for foodstuffs. E.S.B. 41467/68.

Canada
(219/68) Agency inquiry for bar equipment. E.S.B. 40926/68.
(219/68) Agency inquiry for hand tools; machine shop equipment and supplies; machine tools. E.S.B. 41027/68.
(220/68) Agency inquiry for clothing leathers. E.S.B. 40786/68.
(220/68) Agency inquiry for frequency changers. E.S.B. 41300/68.
(221/68) Agency inquiry for education equipment; stacking chairs; teaching aids. E.S.B. 38902/68.
(218/68) Inquiry for pole line hardware. E.S.B. 41016/68.
(218/68) Inquiry for street sweepers and ploughs; sweeping and ploughing attachments for vehicles. E.S.B. 40732/68.
(222/68) Inquiry for door hardware. E.S.B. 40914/68.
(222/68) Inquiry for iron castings. E.S.B. 41681/68.

Ceylon
(219/68) Agency inquiry for cheese, egg and glucose powder; liquid glucose; wool. E.S.B. 40319/68.
(222/68) Agency inquiry for brass wire; foodstuffs; galvanized iron. E.S.B. 41507/68.
(221/68) Inquiry for blankets. E.S.B. 41506/68.
(221/68) Inquiry for containers; conveyors; fork lift truck. E.S.B. 41486/68.

Chile
(220/68) Manufacture under licence – brass castings. E.S.B. 36294/68.

Denmark
(221/68) Agency inquiry for storage boxes. E.S.B. 40710/68.
(219/68) Manufacture under licence – dry cement, concrete and mortar. E.S.B. 40672/68.

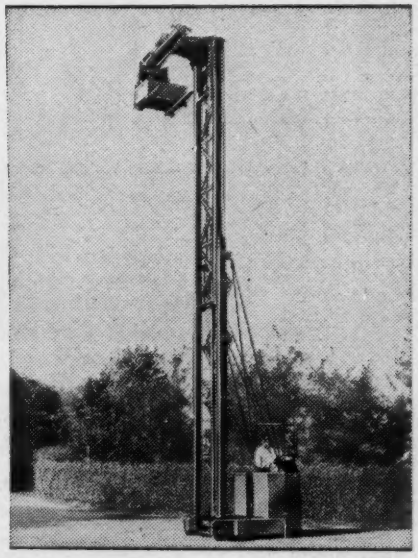
Dominica
(222/68) Inquiry for boiler; can forming machine; soap drying and wrapping machines. E.S.B. 41668/68.

Fiji
(219/68) Inquiry for account books; tapes. E.S.B. 41469/68.

Finland
(219/68) Agency inquiry for sorbitol. E.S.B. 40938/68.
(221/68) Agency inquiry for crockery; mirrors. E.S.B. 41074/68.
(222/68) Inquiry for humidity indicators. E.S.B. 41573/68.

France
(219/68) Agency inquiry for fabrics. E.S.B. 40587/68.
(219/68) Inquiry for port-holes and windows; pumps. E.S.B. 40935/68.
(221/68) Inquiry for plant frames. E.S.B. 41560/68.
(222/68) Inquiry for records. E.S.B. 41725/68.
..(223/68) Liberalization of Imports. C.R.E. 23797/G.

Germany, Federal Republic of
(218/68) Agency inquiry for corsetry materials. E.S.B. 35627/68.
(219/68) Agency inquiry for plastic sheeting and wrapping; wood-free papers. E.S.B. 36693/68.
(219/68) Agency inquiry for toy mini-cars. E.S.B. 40970/68.
(220/68) Agency inquiry for cosmetics and toilet preparations. E.S.B. 41226/68.
(220/68) Agency inquiry for electronics components. E.S.B. 41271/68.
(221/68) Agency inquiry for calculating machines; copying machines. E.S.B. 41524/68.
(221/68) Agency inquiry for paper. E.S.B. 41515/68.
(221/68) Agency inquiry for pharmaceuticals. E.S.B. 41444/68.
(221/68) Agency inquiry for P.T.F.E. tape. E.S.B. 38300/68.
(222/68) Agency inquiry for foodstuffs; gin; sweets; whisky E.S.B. 41575/68.
(222/68) Agency inquiry for pipe screw joints; seals; V belts. E.S.B. 41250/68.



Norstedt and Soner of Stockholm are taking delivery of two FAER 5 turret trucks, each having lifting capacity of 2,000 lbs. to a height of 27 feet 6 inches. The order followed a visit to Penguin Books, Harmondsworth, whose new warehouse holds 40 million books but is still sufficiently flexible to be able to despatch single copies. Two engineers from Lansing Bagnall will shortly travel to Sweden to install the trucks. Lansing Bagnall announce that a further order received from a large household electrical manufacturer in France is for 11 trucks.

(218/68) Inquiry for PVC. E.S.B. 41093/68
(219/68) Inquiry for animal and general foodstuffs raw materials; barley. E.S.B. 41039/68.
(220/68) Inquiry for synthetic fabrics. E.S.B. 41477/68.
(221/68) Inquiry for cable; domestic electrical appliances; enamelled kitchen ware; motor car accessories; radios; tableware. E.S.B. 26986/68.
(221/68) Inquiry for embroideries; laces; yarns. E.S.B. 41416/68.
(221/68) Inquiry for leather. E.S.B. 37250/68.
(221/68) Inquiry for pet and aquarium accessories. E.S.B. 41526/68.
(221/68) Inquiry for pipes; sanitaryware; zinc sheeting. E.S.B. 41657/68.
(222/68) Inquiry for hexagon screws. E.S.B. 41648/68.
(222/68) Inquiry for screws and nuts. E.S.B. 41632/68.
(223/68 Inquiry for horticultural products. E.S.B. 39691/68.
(223/68) Inquiry for men's and women's knitwear, shirts, swimwear, underwear. E.S.B. 37082/68.

Ghana
(220/68) Agency inquiry for pharmaceuticals. E.S.B. 41255/68.
(222/68) Agency inquiry for batteries; raw materials; suiting material; textile materials. E.S.B. 36051/68.

Greece
(220/68) Agency inquiry for cast iron scraps; iron bars; sheets; tailshafts. E.S.B. 41030/68.
(220/68) Agency inquiry for contractors' plant, kilns, smelters. E.S.B. 40757/68.
(220/68) Agency inquiry for electronic measuring instruments, generators and testers. E.S.B. 38482/68.

Guyana
(220/68) Agency inquiry for automotive components and accessories; builders hardware; domestic electrical appliances and components. E.S.B. 40351/68.

Ireland/USSR
(218/68) Trade Agreement. E.S.B. 1209/G.

India
(222/68) Inquiry for testing tesla transformer. E.S.B. 25829/68.
(223/68) Industrial Development. E.S.B. 32485/68.

Iran
(221/68) Agency inquiry for water treatment equipment. E.S.B. 41513/68.
(221/68) Inquiry for spillway gate anchorage. E.S.B. 42475/67.

(Continued on next page)

Iraq
(218/68) Inquiry for motors: overhead crane; rotary air blowers; water pipes and fittings. E.S.B. 41096/68.
(222/68) Inquiry for shoe materials. E.S.B. 41766/68.

Irish Republic
(220/68) Agency inquiry for fabrics; piece-goods. E.S.B. 14562/68.
(222/68) Inquiry for ladders. E.S.B. 11696/68.

Israel
(218/68) Postal Strike C.R.E. 23986/G.
(219/68) Inquiry for copper tubes. E.S.B. 33092/68.
(222/68) Inquiry for motors. E.S.B. 41724/68.

Italy
(218/68) Agency inquiry for carpets. E.S.B. 40909/68.
(218/68) Agency inquiry for liquid control systems; marine pumps; valves. E.S.B. 40943/68.
(218/68 Agency inquiry for perforator. E.S.B. 39635/68.
(218/68) Agency inquiry for Shetland tweeds. E.S.B. 40969/68.
(219/68) Agency inquiry for boxmaking machinery; printing and book-binding machinery. E.S.B. 41017/68.
(219/68) Agency inquiry for brass and bronze ingots. E.S.B. 40944/68.
(220/68) Agency inquiry for synthetic coverings. E.S.B. 40962/68.
(221/68) Agency inquiry for men's suiting materials. E.S.B. 41554/68.
(222/68 Agency inquiry for dresses; knitwear; rainwear; shirts. E.S.B. 41443/68.
(223/68) Agency inquiry for bucket-wheel equipment; crane assembly equipment. E.S.B. 41028/68.
(223/68) Agency inquiry for chemicals; raw materials for the brewing of beer. E.S.B. 39592/68.
(222/68) Inquiry for frozen fish. E.S.B. 17924/68.
(220/68) Inquiry for metal blooms, scrap iron. E.S.B. 41460/68.
(221/68) Inquiry for armature winding and armature insulating machine; copper billets. E.S.B. 41459/68.
(221/68) Inquiry for bath tubs; electrical domestic appliances; hotel catering equipment. E.S.B. 41440/68.
(221/68) Inquiry for sugar refining plant and equipment. E.S.B. 41654/68.
(221/68) Manufacture under licence – metal components or products for agriculture or industry. E.S.B. 40213/68.

Japan
(219/68) Inquiry for cotton and linen material. E.S.B. 41225/68.
(221/68) Inquiry for filing cabinets; kitchen furniture; racks. E.S.B. 41088/68.
(223/68 Inquiry for buttons. E.S.B. 41770/68

Jordan
(219/68) Agency inquiry for central heating equipment and accessories; paint. E.S.B. 34542/68.

Kuwait
(220/68) Agency inquiry for medical, hospital and laboratory equipment. E.S.B. 30314/68.

Latin America
(219/68) Agency inquiry for compressors; pumps. E.S.B. 41055/68.

Lebanon
(221/68) Agency inquiry for babywear; children's wear. E.S.B. 41557/68.
(222/68) Agency inquiry for men's clothing; razor blades. E.S.B. 41206/68.

Luxembourg
(222/68 Inquiry for advertising novelties; aprons; candles and candlesticks; candelabras; furniture; figurines; jewellery; kitchen gadgets; pots; tablecloths; toys; ties. E.S.B. 37584/68.

Malawi
(221/68) Agency inquiry for clothing; footwear; glasswear; kitchen utensils and cutlery; piece-goods. E.S.B. 37560/68.

Malaysia
(221/68) Agency inquiry for laboratory equipment; medical instruments; scientific instruments; technical educational sophisticated instruments and apparatus. E.S.B. 36169/68.
(221/68) Agency inquiry for chemicals; laboratory equipment. E.S.B. 37798/68.
(220/68) Inquiry for electrically operated vehicles. E.S.B. 41211/68.

Malta
(219/68) Agency inquiry for mobile VHF equipment. E.S.B. 41054/68.
(221/68) Agency inquiry for foodstuffs. E.S.B. 1800/68.

This mild steel slurry digestor is one of 14 being coated with a ¼ inch natural rubber lining as part of a £10,000 export order at the Farington, Lancs, factory of BTR Industries Limited, the rubber and thermoplastics engineers. Destined for installation in the Cyprus Copper Mines, these digestors have a diameter of 12 foot and an overall length of 20 feet. They will operate at a temperature of 190°F and are designed to hold slurry and solids with specific gravities of 1.25 and 3.5 respectively. An operative is seen here edge-wheeling – a process used to ensure that the rubber adheres positively to the metal.

Morocco/USSR
(220/68) Trade Agreement. E.S.B. 1209/G.

Netherlands
(220/68) Agency inquiry for air mattresses; camping equipment; sports clothing; sports equipment. E.S.B. 40992/68.
(221/68) Manufacture under licence – control measuring switchboard panels; electrical domestic appliances; electronic equipment; hydraulic and pneumatic appliances; printed circuits; silicate products; steel alloy castings. E.S.B. 39621/68.
(221/68) Manufacture under licence – engineering products. E.S.B. 38881/68.

New Zealand
(219/68) Inquiry for electric motors. E.S.B. 38919/68.
(221/68) Inquiry for water shrinking viscose bands. E.S.B. 41038/68.

Norway
(219/68) Agency inquiry for disposable paper panties. E.S.B. 41029/68.
(219/68) Agency inquiry for hydraulic equipment; motor vehicle workshops capital equipment. E.S.B. 38747/68.
(220/68) Agency inquiry for dresses. E.S.B. 41223/68.
(220/68) Agency inquiry for women's coats. E.S.B. 41259/68.
(222/68) Agency inquiry for disposable hospital supplies. E.S.B. 41544/68.

Portugal
(220/68) Agency inquiry for leather board, steel shanks. E.S.B. 40939/68.

Rumania
(223/68) Inquiry for open-cast mining project equipment – further information. E.S.B. 39393/68.

St. Lucia
(218/68) Agency inquiry for electric lighting plants; trucks. E.S.B. 40941/68.

Saudi Arabia
(222/68) Agency inquiry for chocolate confectionery. E.S.B. 41571/68.
(223/68) Agency inquiry for air compressors; air conditioners; diesel engines; gas cookers; generating sets; refrigerators; pumps; tractors washing machines. E.S.B. 37204/68.
(221/68) Inquiry for carpets doors; floor coverings; framed pictures; lighting fixtures; tiles; wall paper; window and door frames. E.S.B. 41569/68.
(222/68) Inquiry for canvas bags; paper bag machinery. E.S.B. 41488/68.

Singapore
(219/68) Joint manufacturing agreement – cutting tools; drawing instruments; precision instruments. E.S.B. 31302/68.

South Africa
(218/68) Agency inquiry for packaging machinery and materials; plastics working machinery and materials; rubber working machinery and materials. E.S.B. 1060/67.

Spain
(220/68) Import Regulations. C.R.E. 9953/G.
(221/68) Agency inquiry for flanges and fittings; pipes. E.S.B. 41541/68.

Sweden
(219/68) Agency inquiry for knitwear; socks; underwear. E.S.B. 41068/68.
(220/68) Agency inquiry for hydraulic hose. E.S.B. 34971/68.
(221/68 Agency inquiry for abrasives; engineers cutting tools; hand tools; paper; precision measuring tools. E.S.B. 28867/68.
(221/68) Agency cutting tools; lathes; pneumatic feeders. E.S.B. 41401/68.
(222/68) Agency inquiry for leak detectors; measuring instruments. E.S.B. 39646/68.

Switzerland
(218/68) Agency inquiry for piston pumps. E.S.B. 40797/68.
(219/68) Agency inquiry for decorating and furnishing fabrics. E.S.B. 41066/68.
(220/68) Agency inquiry for leisure wear; rainwear. E.S.B. 41067/68.
(221/68) Agency inquiry for men's and women's clothing. E.S.B. 41464/68.
(221/68) Agency inquiry for toys. E.S.B. 39320/68.
(222/68) Agency inquiry for paper for the graphic industry. E.S.B. 41574/68.
(222/68) Agency inquiry for fabrics. E.S.B 41545/68.
(220/68) Inquiry for butyrate sheet; pvc sheeting; plastic containers. E.S.B. 41563/68.

Trinidad/Tobago
(222/68) Inquiry for builders' hardware; electrical fittings; floor and wall tiles; laboratory fittings; sanitary appliances. E.S.B. 41703/68.
(223/68) Inquiry for pig bristles. E.S.B. 18603/68.

Uganda
(222/68) Inquiry for drawing office equipment; greeting cards; decorations and paper lanterns; office stationery and equipment. E.S.B. 35871/68.

United Arab Republic (Egypt)
(219/68) Inquiry for veneer press. E.S.B. 40756/68.

United States of America
(220/68) Agency inquiry for capacitors. E.S.B. 41056/68.
(222/68) Agency inquiry for boating accessories; motor vehicle accessories. E.S.B. 39595/68.
(218/68) Inquiry for (O) rings. E.S.B. 40990/68.
(219/68) Inquiry for digital pre-determining counters; lamination stacking machine. E.S.B. 38913/68.
(221/68) Inquiry for brass. E.S.B. 41052/68.
(221/68) Inquiry for ceramic equipment; refractories. E.S.B. 41287/68.
(221/68) Inquiry for wool yarn. E.S.B. 41499/68.
(222/68) Inquiry for carpeting and rugs; furnishing fabrics; furniture. E.S.B. 41288/68.
(222/68) Inquiry for steel straight pins. E.S.B. 41650/68.

Yugoslavia
(219/68) Inquiry for plate bending and fairing rollers. E.S.B. 41228/68.
(219/68) Inquiry for steel sheet floor storage buildings; steel sheet silos. E.S.B. 41406/68.

Zambia
(221/68) Inquiry for displacement pumps; sludge valves. E.S.B. 41402/68.

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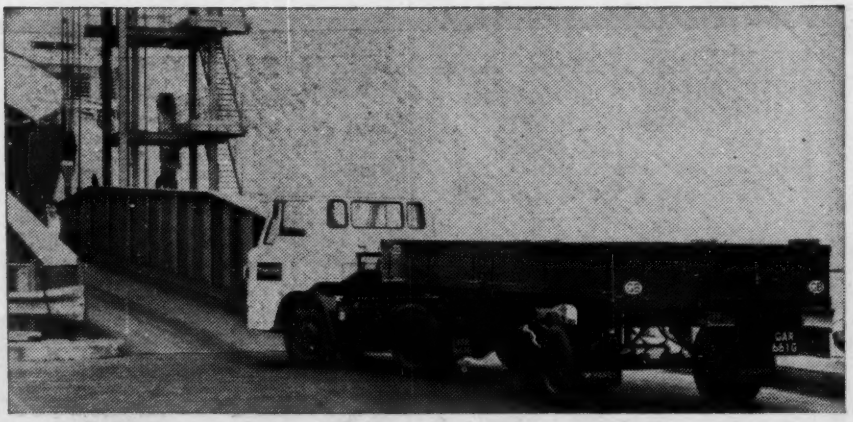
Export Tours

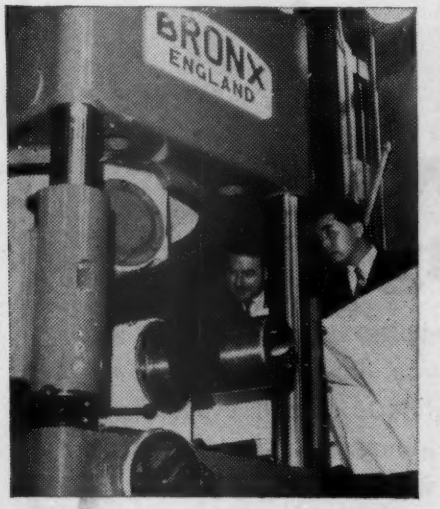
Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Trade (see page 1324 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).



A Hands semi-trailer coupled to a Ford D300 motive unit boards the mv 'Winston Churchill' at Parkeston Quay bound for Esbjerg in Denmark. The vehicle is undertaking a five week demonstration tour of Denmark, Belgium and France for Hands Trailers Ltd., of Letchworth, a Hawker Siddeley company. The semi-trailer is of the Hands double drop-sided platform type. The Ford motive unit is the first D300 to be built with left hand drive.

European sales promotion

CENTRAX GEARS LIMITED are making vigorous efforts to promote sales of Stopmaster brakes in Europe. Recently Mr. K. Turner, engineering manager, and Mr. K. Cowdry, European sales manager visited Italy and Mr. G. Sleeman, chief project engineer, and Mr. E. Frey, European sales engineer, visited Austria.



Mr. Takashi Katsuma (right) looks on as Mr. Victor Kesber, export director for the Bronx Engineering Co. Ltd. of Worcester, explains a detail about the medium sized bar straightening machine which is to be demonstrated in Japan in February. The firm export about 90 per cent of their total production to more than 32 countries.

Chartered Secretaries' president Far East visit

MR. G. N. GABELL secretary of the English Electric Company, is touring branches in India of the Chartered Institute of Secretaries, of which he is president. Accompanied by Mrs. Gabell Mr. J. F. Phillips, secretary of the Institute, and Mrs. Philips the party will also see chartered secretaries in Malaysia Singapore and Ceylon.

'The tour,' states Mr. Phillips, 'is in line with our policy of maintaining personal contact with members and students of the Institute overseas.'

Sales tour of Near and Middle East

MR. ROBERT DAVIS of D. Anderson & Son Ltd. Stretford, Manchester, will make a sales tour of the Near and Middle East during January and February 1969 to promote his company's range of pipeline protection materials and roofing felts and components. Countries to be visited will include Greece, Cyprus, Lebanon, Iraq, Iran, Kuwait, Saudia Arabia and the Trucial States.

Besides seeing specifying authorities, oil companies, architects and engineers, Mr. Davis will investigate the possibilities of appointing agents in countries where Anderson is not yet represented.

Orders from South African visit

AFTER a recent visit to South Africa by Mr. John Scott of S. Davall and Sons Ltd. and Mr. Ian Campbell of Epsylon Industries to assess the operation of the Epsylon/Davall Aids installations already in service with South African Airways, a further order for 15 'Red Egg' recycling aircraft data recorders has been received by Davall. These are for additional Epsylon equipment for SAA.

Continental sales drive

As part of a sales drive to increase exports of P. P. Payne's printed garment labels on the Continent, Mr. Cyril Radford, director in charge of the firm's labelling products division, and Mr. Len Harris, sales manager, are making a 10 day trip to Germany and Switzerland.

During their visit, they will call on leading international textile manufacturers in Hamburg, Düsseldorf. Frankfurt and other major industrial centres. Mr. Radford said: 'Despite our export success in the garment label field, we believe there is still a big untapped potential for our products on the Continent, and we are going all out to capture new markets.'

Japanese sales drive

Two representatives of the QVF, chemical engineers, of Stoke-on-Trent – Mr. C. K. McEwen chief chemical engineer, and Mr. E. Kaes of the export department – have left for a three-weeks' sales tour of Japan, where their firm's exports are this year expected to reach a record figure.

Mr. P. P. Jaram, managing director, said that during the two years to last September exports of industrial glassware and chemical-processing plant to Japan had shown a four-fold increase. This had been achieved mainly by regular sales tours in Japan by senior sales and technical executives. Mr. McEwen and Mr. Kaes will visit most of the industrial centres of Japan and will be accompanied by representatives of the firm's Japanese agents, Meiwa Trading Co. Ltd.

Visit to Far East

MR. B. J. CORK, overseas manager of Horlicks Limited, is currently on a tour of the Far East. His first stop was Karachi. The firm has set up their latest local manufacturing operation in Pakistan in the vicinity of Lahore. After discussions on general marketing policies in Pakistan Mr. Cork will tour India where, for some years the company has carried out local production of Horlicks and allied products.

In Ceylon and Singapore, discussions will be held with the firm's local managers on the export of group products to these areas. Before returning to Karachi on his way back to London, Mr. Cork will also visit Horlicks Proprietary Ltd., the group's Australian subsidiary company.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1963/68 modifies the list of approved warehouses in France for the public stocking of milk and milk powder during the 1968/69 milk campaign. This list of warehouses appeared as an Annex to Regulation (CEE) No. 1403/68 (*Journal Officiel* No. L265 dated October 29, 1968).

Decision 68/371/CEE relates to the fixing of the minimum price to be used in the disposal of butter as called for in Regulation (CEE) No. 1555/68. (See *Board of Trade Journal* dated October 18, 1968) (*Journal Officiel* No. L265 dated October 29, 1968).

Decision 68/372/CEE relates to the fixing of the minimum price to be used in the disposal of butter as called for in Regulation (CEE) No. 1586/68. (See *Board of Trade Journal* dated October 25, 1968) (*Journal Officiel* No. L265 dated October 29, 1968).

OIL AND FATS

Regulation (CEE) No. 1703/68 fixes for the 1968/1969 marketing season the standard amount to be used in calculating the import levy applicable to olive oil which has not undergone any process of refining, obtained entirely in Greece and transported direct from that country into the European Economic Community (*Journal Officiel* No. L266 dated October 30, 1968).

Regulation (CEE) No. 1721/68 increases the compensatory amount to be applied to imports of sunflower oil originating in or coming from Bulgaria, Hungary, Yugoslavia, Rumania and the USSR (*Journal Officiel* No. L267 dated October 31, 1968).

Regulation (CEE) No. 1717/68 extends the validity of Regulation 754/67/CEE, which relates to aid for olive oil, until October 31, 1969 (*Journal Officiel* No. L268 dated November 1, 1968).

Regulation (CEE) No. 1719/68 fixes the target price, the intervention price and the threshold price for olive oil, for the 1968/1969 marketing year (*Journal Officiel* No. L268 dated November 1, 1968).

Regulation (CEE) No. 1744/68 modifies Regulation No. 172/66/CEE which fixes the coefficients of equivalence for olive oil (*Journal Officiel* No. L268 dated November 1, 1968).

Regulation (CEE) No. 1745/68 modifies Regulation No. 173/66/CEE so far as it concerns the determination of the c.i.f. price and the free-at-frontier price of olive oils which have not undergone a refining process (*Journal Officiel* No. L268 dated November 1, 1968).

Regulation (CEE) No. 1746/68 modifies Regulation No. 830/67/CEE on the procedure concerning the olive oil subsidy (*Journal Officiel* No. L268 dated November 1, 1968).

PIGMEAT

Regulation (CEE) No. 1705/68 rescinds the limitation on the validity of Regulation No. 213/67/CEE which established the list of representative markets for pigmeat within the Community (*Journal Officiel* No. L267 dated October 31, 1968).

Regulation (CEE) No. 1706/68 fixes the basic price and standard quality for slaughtered pigmeat for the period November 1, 1968, to October 31, 1968 (*Journal Officiel* No. L267 dated October 31, 1968).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 1741/68 concerns intervention measures in the Community as a whole in the beef and veal sector (*Journal Officiel* No. L268 dated November 1, 1968).

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INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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IRISH REPUBLIC

Importation of raw tomatoes

THE MINISTER for Agriculture and Fisheries in the Irish Republic has announced that under the Tomatoes (Regulation of Import) Order, 1948, licences for the importation of raw tomatoes will not be required on and from November 9, 1968.

Licences under the Colorado Beetle Orders, 1945 and 1962, and the Foot and Mouth Disease (Importation of Plants) Orders, 1952 and 1962, will continue to be required,

AUSTRIA

Import restrictions on certain wines

THE AUSTRIAN Federal Ministry of Agriculture and Forestry, in accordance with Article 37 of the Austrian Wine Act, 1961, have passed a Resolution that from January 1, 1969, wines bearing the customs tariff numbers

22.05 B – Wine made from fresh grapes, excluding sparkling wines.
22.05 C – Sparkling wines.
22.06 – Vermouth-type wines and other wines made from fresh grapes with additions of aromatic herbs or other aromatic ingredients.

can only be imported into Austria when accompanied by an official certificate which certifies that the quality of the wines complies with the standard laid down for imports into Austria.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/459/461).

FRANCE

Customs modifications

THE FRENCH *Journal Officiel* of October 31 announced amendments to the Customs tariff further to various EEC Regulations and Decisions, with effect from November 1, 1968. The following tariff numbers show changes in both description of items and rates: 01.02, 02.01, 16.02, 20.07 and 50.09.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text can be seen.

ICELAND

Devaluation of Icelandic Krona

THE ICELANDIC Prime Minister announced on November 11, that, subject to IMF approval, the Icelandic Krona would be devalued from Kr. 57 to the United States dollar to Kr. 88 to the dollar. This represents a devaluation of 35.2 per cent (54.4 per cent in terms of local currency).

Other measures proposed by the Government include the abolition of budgetary subsidies to the fishing industry, abolition of the 20 per cent surcharge on imports and foreign travel, the introduction of an incomes policy, the reduction of agricultural subsidies, the maintainance of the present level of consumer subsidies and the possible dismantling of tariffs.

USING EFTA

To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entiled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

SPAIN

Importation of synthetic fibres

THE SPANISH AUTHORITIES have announced that synthetic fibres may now be exported and imported through Irun, La Junquera and Tarragona, where SOIVRE (Servicio Official de Inspection, Vigilancia y Regulacion de Exportaciones) inspection can be effected.

The ports where this inspection can be carried out are: Bilbao, Barcelona, Irun, La Junquera, Port Bou and Tarragona.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

GREECE

Changes in import duty

THE GREEK Council of Ministers has recently published emergency Law 500, which includes the following changes in the Greek tariff, with effect from August 14, 1968:

Tariff heading	Commodity	General basic duty per 100 kg. or *ad valorem*
20.06 A (2)	In a solution containing sugar or other sweetening substance, or in syrup:	
	a. Tinned fruit with no tax allowance for the immediate containers	400 metal drachmae
	b. Other	260 metal drachmae
44.05 C	Oak measuring more than 7 cm. by 50 cm. intended for use in accordance with the formalities laid down by the Minister of Economics as raw materials for the manufacture of parquet flooring	8%

Any inquiries arising from this notice should be addressed to Board of Trade Export Services Branch, Room [illegible], Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

JORDAN

Tariff on cutlery

FROM SEPTEMBER 30, 1968, the Jordan import duty on tariff item No. 82/14: 'Spoons, forks, fish-eaters, butter knives, ladles and similar kitchen or table ware', was increased from 10 per cent to 18 per cent *ad valorem*.

A trade delegation from Liberia headed by the Honourable Romeo Horton, Minister for Commerce and Industry, visited the London branch of Burroughs Machines Ltd. on October 29 to see examples of the company's range of adding machines, electronic calculators and visible record computers. Host to the party was Burroughs branch manager Mr. J. Hall (right).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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MALTA

Tariff amendments

THE BOARD OF TRADE has received a copy of the Malta *Government Gazette* No. 12,209 of October 29, 1968, which contains an Act to amend the Import Duties Act of 1964. It provides for the following amendments:

Tariff heading No.	Description of goods	Rate of duty	
		Preferential	General
16.04	Prepared or preserved fish, including caviar and caviar substitutes:		
	A. Fish paste, caviar and caviar substitutes	25%	15%
	B. Other	15%	10%
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion:		
	A. Biscuits (all kinds)	20% but not less than 1s. 4d. per kg.	20% but not less than 1s. 4d. per kg.
	B. Other	20%	20%
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries not elsewhere specified or included	27%	13%
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):		
	A. In the piece or in sheets	30%	16%
	Note: For industrial production or agricultural use	0%	0%
	B. In the form of tubing for the making of plastic bags	37%	23%
	Note: If certified by the Director of Industry as being of a type not manufactured locally	0%	0%
	C. Other	37%	23%
	Note: For industrial production or agricultural use	0%	0%
39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):		
	A. In the piece or in sheets	30%	16%
	Note: For industrial production or agricultural use	0%	0%
	B. In the form of tubing for the making of plastic bags	37%	23%
	Note: If certified by the Director of Industry as being of a type not manufactured locally	0%	0%
	C. Other	37%	23%
	Note: For industrial production or agricultural use	0%	0%
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions celluloid); vulcanized fibre:		
	A. Explosives:		
	(i) For mining and quarrying	38½%	23%
	(ii) Other	60%	45%
	B. In the piece or in sheets	30%	16%
	Note: For industrial production or agricultural use	0%	0%
	C. In the form of tubing for the making of plastic bags	37%	23%
	Note: if certified by the Director of Industry as being of a type not manufactured locally	0%	0%
	D. Other	37%	23%
	Note: For industrial production or agricultural use	0%	0%
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):		
	A. In the piece or in sheets	30%	16%
	Note: For industrial production or agricultural use	0%	0%
	B. In the form of tubing for the making of plastic bags	37%	23%
	Note: If certified by the Director of Industry as being of a type not manufactured locally	0%	0%
	C. Other	37%	23%
	Note: For industrial production or agricultural use	0%	0%
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber):		
	A. In the piece or in sheets	30%	16%
	Note: For industrial production or agricultural use	0%	0%
	B. In the form of tubing for making of plastic bags	37%	23%
	Note: If certified by the Director of Industry as being of a type not manufactured locally	0%	0%
	C. Other	37%	23%
	Note: For industrial production or agricultural use	0%	0%
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:		
	A. In the piece or in sheets	30%	16%
	Note: For industrial production or agricultural use	0%	0%
	B. In the form of tubing for the making of plastic bags	37%	23%
	Note: If certified by the Director of Industry as being of a type not manufactured locally	0%	0%
	C. Other	37%	23%
	Note: For industrial production or agricultural use	0%	0%
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined, or squaren and not constituting printed matter within Chapter 49), in rolls or sheets:		
	A. Printed wrapping paper of a width not exceeding 102 cms.	25%	25%
	B. Other	0%	0%
54.05	Woven fabrics of flax or of ramie:		
	A. Interlinings	0%	0%
	B. Other	30%	16%
55.09	Other woven fabrics of cotton:		
	A. Canvas, interlining and stretch fabrics	0%	0%
	B. Other	30%	16%
56.07	Woven fabrics of man-made fibres (discontinuous or waste):		
	A. Canvas, interlining and stretch fabrics	0%	0%
	B. Other	30%	16%
58.09	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs:		
	A. Lace in strips, or in motifs and other lace manufactured	47%	33%
	B. Other, including lace in the piece	30%	16%
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:		
	A. Cardigans, jackets, pullovers, sweaters and the like and infants' garments	47% but not less than per piece. 5s.	33% but not less than per piece. 4s. 4d.
	B. Other	47%	33%
61.02	Women's, girls' and infants' outer garments	47% but not less than, per piece 5s.	33% but not less than, per piece 4s. 4d.
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs:		
	A. Shirts:		
	(i) Men's:		
	(1) Collar-attached shirts whether in a finished or partly finished state	47% but not less than, per piece 10s.	33% but not less than, per piece 8s. 7d.
	(2) With collars detached	47% but not less than, per piece 5s.	33% but not less than, per piece 4s. 4d.
	(ii) Boys'	47% but not less than, per piece 5s.	33% but not less than, per piece 4s. 4d.
	B. Pyjamas	47% but not less than, per piece 5s.	33% but not less than, per piece 4s. 4d.
	C. Underpants	40% but not less than, per piece 1s. 6d.	26% but not less than, per piece 1s. 4d.
	D. Other	47%	33%
	E. Pre-cut interlinings for collars and cuffs	0%	0%
61.04	Women's, girls' and infants' under garments	47%	33%
62.05	Other made-up textile articles (including dress patterns):		
	A. Dress patterns	0%	0%
	B. Mattress tufts	0%	0%
	C. Other	37½%	23½%
	Note: For agricultural use	0%	0%
68.10	Other articles of plastering material:		
	A. Statues, figurines and ornamental ware	47%	33%
	B. Other	15%	10%
68.11	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not:		
	A. Cement tiles, glazed or unglazed, also containing marble, of the type made locally and usually intended for flooring; statues, figurines and ornamental ware	47%	33%
	B. Other	27%	13%
68.16	Articles of stone or of other mineral substances (including articles of peat), not elsewhere specified or included:		
	A. Statues, figures and ornamental ware	47%	33%
	B. Other	0%	0%

LIBERIA

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Tariff heading No.	Description of goods	Rate of duty	
		Preferential	General
73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision made); hollow mining drill steel:		
	A. Building bars and rods of a size of from 6 mm. to 26 mm. in diameter (both included):		
	(1) Round and oval, whether plain or deformed and square-twisted, of Thomas commercial quality or equivalent or of BSS mild steel or equivalent	50%	50%
	(2) Other	25%	25%
	B. Other	0%	0%
83.02	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:		
	A. Automatic door closers, base metal hat-racks, hat-pegs and the like	27%	23%
	B. Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like	27%	13%
	C. Metal handles, hinges and bumpers (covers) for handbags, trunks and the like	0%	0%
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras, radio navigational aid apparatus, radar apparatus and radio remote control apparatus:		
	A. Transmission, reception apparatus, and television cameras used in radio, television, telegraph and telephone stations	0%	0%
	B. Navigational aid and radar apparatus	0%	0%
	C. Other:		
	(1) Wireless sets	50%	45%
	(2) Radio gramophones	50%	45%
	(3) Television receivers	50%	45%
	(4) Other	50%	45%
90.07	Photographic cameras; photographic flashlight apparatus:		
	A. Apparatus and accessories for composing and preparing printing plates and cylinders by photographic means	0%	0%
	B. Other	47%	33%
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles	47%	33%
94.03	Other furniture and parts thereof:		
	A. Of metal	47%	32%
	B. Of wood:		
	1. Parts	75%	60%
	2. Complete	75%	60%
	C. Special furniture (with cases or drawers) for printing works	0%	0%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ISRAEL

Postal strike

THE BOARD OF TRADE have heard from the British Embassy in Tel Aviv that the postal strike in Israel has ended, but that delays are expected for a few weeks.

Any inquiries about this notice should be directed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

ZAMBIA

Import control

THE ZAMBIA Control of Goods (Import) Open General Licence, 1968, published as Statutory Instrument No. 404 of November 1, revokes the Control of Goods (Import) Open General Licence, Order, 1967, and authorizes subject to the provisions of any other law the import into Zambia by any person of:

(a) the goods listed in the First Schedule; and
(b) any goods (not being goods listed in the Second Schedule) which do not exceed K50 in value:

Provided that the authority given under sub-paragraph (b) hereof shall not apply to any goods imported by the same person in multiple consignments irrespective of the source of supply, within any period of 30 days if the aggregate value of those consignments exceeds K50.

First Schedule

1. Antifriction and lubricating grease.
2. Aviation fuels excluding aviation turbine fuel.
3. Mineral oils and fuel, illuminating, transformer and insulating types: power paraffin but excluding illuminating paraffin and automotive gas oil.
4. Coal, coke and breeze.
5. Used personal and household effects, including motor vehicles, imported by a returning resident or by a person arriving in Zambia to take up residence or employment therein.
6. Goods, including motor vehicles, temporarily imported into Zambia by a bona fide tourist for his own use.
7. Goods in transit through Zambia.
8. Samples and advertising material intended solely for use in the taking of orders and not for sale.
9. Any goods exported from Zambia for repair and return and in respect of which a certificate to that effect has been issued by a customs officer.
10. Goods imported by any person to whom privileges are extended by virtue of any enactment in force in Zambia relating to diplomatic, consular or other privileges, if such goods are imported for his own use and consumption, or that of his household or for the purpose of his office.

Second Schedule

1. Clothing and uniforms, designed for military, naval, air force or police use.
2. Clothing used, other than the personal effects of an individual.
3. Gold, including:
   (a) any unmanufactured gold in any form whatsoever;
   (b) any article or substance containing such unmanufactured gold;
   (c) any article consisting of or containing gold which, although manufactured is, as such, not a gold coin, an article of commerce, a work of art or of archaeological interest;
   (d) gold derived from the smelting or treatment of any manufactured article containing gold.
4. Bags made of jute fibre and excluding hessian bags.
5. Sugar.
6. Wheaten flour.
7. Any knife having a blade which:
   (a) opens automatically by hand pressure applied to a button, spring or other device in or attached to the handle of the knife, sometimes known as a 'flick knife' or 'flick gun'; or
   (b) is released from the handle or sheath thereof by the force of gravity of the application of centrifugal force and which, when released, is locked in place by means of a button, spring lever, or other device, sometimes known as a 'gravity knife'.

(Continued on next page)

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ZAMBIA, *continued*

8. Sterling accounting machines, including adding machines, cash registers, calculating machines, cheque-writing machines, ledger and posting machines, coin-counting machines, computators, franking machines, price computing scales and instruments, punched-card equipment (including tabulators), sorting machine tax meters, ticket issuing machines and receipting machines.
9. Explosives, including:
   (a) blasting power;
   (b) detonators;
   (c) dynamite and other nitro-glycerine admixtures;
   (d) fuse;
   (e) guncotton;
   (f) gunpowder;
   (g) nitro-glycerine;
   (h) any other substance or device used to produce a practical effect by explosion;

   but excluding arms, ammunition and fireworks manufactured for the purpose of amusement.
10. Cement.
11. Fishing nets and netting, not being sports goods, manufactured from man-made fibre or a mixture of natural and man-made fibre where the latter exceeds 5 per cent by weight of the total.
12. Twines, threads and yarns, wholly of man-made fibres, not including monofilament, the length of which is not less than 1,000 yards nor more than 10,000 yards per lb.
13. Bricks, other than decorative facing bricks and refractory fireclay bricks.
14. Domestic and portable radios and radiograms ex Item 154 (b) of the customs tariff.
15. Cups and saucers of an f.o.b. value of less than 14 shillings per dozen sets ex Item 172 (b) (iii) of the customs tariff.
16. Plates of an f.o.b. value of less than 20 shillings per dozen ex Item 172 (b) (iii) of the customs tariff.
17. Blankets of an f.o.b. value of less than 8s. 6d. per lb. ex Item 61 (i) of the customs tariff.
18. Matches.
19. Motor vehicles of the four-wheel drive type.
20. Footwear of an f.o.b. value of less than 35 shillings per dozen pairs ex Item 251 of the customs tariff.
21. Crown corks and other stoppers of metal or other material, used alone or in combination with cork or other substances, as stoppers for bottles and jars, common; capsules, metal or otherwise.
22. Rubber tyres and tubes ex Item 260 of the customs tariff.
23. Motor spirit.
24. Aviation turbine fuel.
25. Illuminating paraffin.
26. Automotive gas oil.
27. Earthenware pipes ex Item 181 of the customs tariff.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

RHODESIA

Suspension of duty

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations, 1968 (No. 7) published as Rhodesia Notice No. 800 on October 18, amends the Customs and Excise (Suspension) Regulations, 1968, to the following extent:

	Effective rate
First schedule:	
In Part I by the repeal of:-	
Ex 73 (d) Elastic, covered; and ribbons	— Free
Ex 73 (d) Trouser hooks and bars	— Free
and the substitution, under the appropriate heading of:	
Ex 73 (e) Elastic covered; and ribbons	— Free
Ex 73 (d) Trouser hooks and bars	— Free
Third Schedule:	
In Part I by the repeal of:-	
73 (d) (i)	2½% *ad val.*
73 (d) (ii)	2½% *ad val.*
and the substitution, under the appropriate heading of:-	
73 (d)	2½% *ad val.*
73 (e) (i)	2½% *ad val.*
73 (e) (ii)	2½% *ad val.*

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated October 19, 1968, published details of the global import quotas for the six months commencing October 1, 1968. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	41,700
5	Sugar and confectionery	20,900
6	Animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible oils; white pepper; tinned fish; miscellaneous edible preparations	639,400
7	Tobacco, raw	625,000
	Tobacco, manufactured	271,300
8	Hydraulic cements	458,800
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	3,229,400
10	Petroleum products	17,500,000
11	Pharmaceutical products, colouring matters and insecticides	1,146,300
12	Plastics materials	166,800
13	Rubber, tyres, inner-tubes, etc.	416,900
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film; sensitized exposed film; miscellaneous products of the chemical industry except insecticides	1,344,100
15 and 16	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	333,800
18	Hosiery and knitted goods	29,200
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	129,200
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	1,375,000
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision instruments, medical and surgical furniture.	10,625,000
23	Motor-cycles	50,000
	Cycles, motor-assisted	62,500
	Cycles	11,900
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	54,200
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly square, sawn; books, newspapers, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn and thread of man-made fibres (discontinuous);. jute, raw or processed, but not spun; hat-shapes and bodies; glass and glassware; brushware; paper and paperboard and products therefrom; silk, fishing nets; materials for making paper	3,950,000
	Ceramic articles other than crockery and household articles	31,300
	Synthetic or artificial woven fabrics (continuous);, wool, animal or horse hair; flax and ramie	62,500

2. List of goods for which quotas are administered by the Provincial Departments of Commerce:

A. Allocated thus:

Diego-Suarez	9%	Fianarantsoa	22%
Majunga	11%	Tamatave	15%
Tananarive	32%	Tulear	11%

Quota No.	Description	Quota values (French francs) 100%
1	Dairy produce, butter, cheese, milk	166,800
3	Beer	83,400
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	560,500
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	83,400
6	Eggs and honey, tea, mate and spices; fats and oils excepting edible oils; preparations of meat, fish, crustaceans; preparations of vegetables, fruits or other parts of plants; miscellaneous food preparations	500,000
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous; blankets	3,916,900
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	231,400
24	Silk, synthetic or artificial textiles, continuous; flax and ramie; wool, animal or horse hair	370,900

B. Allocated thus:

Diego-Suarez	13%	Fianarantsoa	16%
Majunga	13%	Tamatave	13%
Tananarive	32%	Tulear	13%

20	Ventilators; domestic refrigeration, air-conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photocopying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	3,122,600

Quota No.	Description	Quota values (French francs) 100%
C. Allocated thus:	Diego-Suarez . 9% Fianarantsoa . 19% Majunga . 10% Tamatave . 12% Tananarive . 41% Tulear . . 9%	
9	Iron, cast iron, steel except kitchenware; non-ferrous metals except aluminium kitchenware	458,800
11	Colouring matters and insecticides	104,400
12	Plastics materials	125,100
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches; perfumery products and cosmetics; tanning extracts except colouring matters	208,500
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	808,800
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries, animal fodder; leather goods, etc.; wood and wood articles, except tropical essences; esparto and wicker-work; man-made fibres, continuous, except yarn of man-made fibres put up for retail sale; cotton yarn for retail sale; carpets, tapestries, velours; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportsware; miscellaneous goods; other ceramic products except tableware and domestic ware	2,252,200

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

MALAYSIA

Import control

THE *Board of Trade Journal*, page 1023, of October 11, 1968, announced that certain iron and steel goods were now subject to special licensing if imported into the States of Malaya.

Notice to West Malaysian Importers No. 14 of 1968 adds that the following items are also subject to quantitative restriction:

Tariff Code No.	Description
	Bar and rods, including wire rods, of iron or steel and hollow mining drill steel:
673 010-1	Of iron or steel, except high carbon or alloy steel, flat.
673 210-2	Of iron or steel, except high carbon or alloy steel, round.
673 210-3	Of iron or steel, except high carbon or alloy steel, other than flat or round.
673 220	Of high carbon steel.
673 230	Of alloy steel.
	Iron or steel wire, cold drawn, whether or not coated or covered, but not insulated:
677 010-1	Not of high carbon or alloy steel, not exceeding 3·25 mm.
677 010-2	Not of high carbon or alloy steel, exceeding 3·25 mm. but not exceeding 6·5 mm.
677 010-3	Not of high carbon or alloy steel, exceeding 6·5 mm. but not exceeding 9·75 mm.
677 010-4	Not of high carbon or alloy steel, exceeding 9·75 mm. but not exceeding 13mm.
677 020	Of high carbon steel.
677 030	Of alloy steel.
679 109	Articles of cast iron not elsewhere specified or included.
679 200	Articles of cast steel not elsewhere specified or included.
679 300	Forged articles of steel, including drop forgings.

Import licences will be issued every three months and will be restricted to quotas. Importers are required to prove their imports for 1967. The first quota period commenced on September 19 and ends on December 18, 1968.

AUSTRALIA

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties, temporary support value or temporary restriction of importation (or by a combination of either), be taken in respect of the following goods:

Bisphenol (2.2-D1-(P-Hydroxyphenyl) Propane (tariff items 29.06.100 and 38.19.99).

Details of these tariff items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Ext. 468).

The Special Advisory Authority is required to report by **December 6.**

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21, Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318 or 2319), quoting Reference No. CRE/1180/68.

(AUSTRALIA, *continued on page* 1373)

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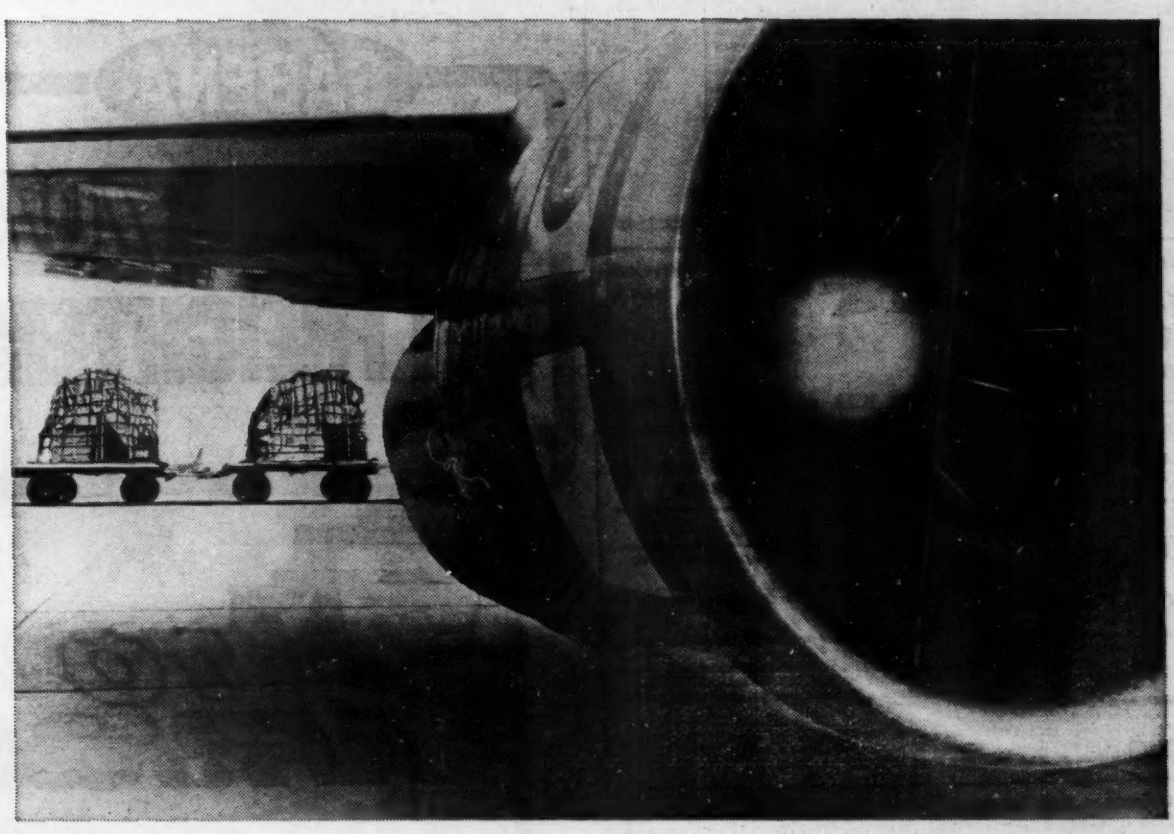

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Tariff changes

CHANGES HAVE BEEN MADE in the Australian Customs Tariff affecting the rates of duty payable on the following goods:–

1. Mushrooms
2. Chrome chemicals
3. Penicillins and streptomycin and salts thereof
4. Medical or surgical dressings
5. Static transformers exceeding 75,000 volts
6. Straight tubular fluorescent lamps
7. Single engined light aircraft

These changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime brief details of the changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Imports: immediate clearance scheme

DETAILS OF THE immediate clearance scheme were published in the *Board of Trade Journal* on July 26, 1968.

The scheme has now been extended to include commodities classifiable in Chapters 2, 3, 4 and 7 of the Australian Customs Tariff.

Copra (tariff item 12.01.900) is now also eligible for immediate clearance.

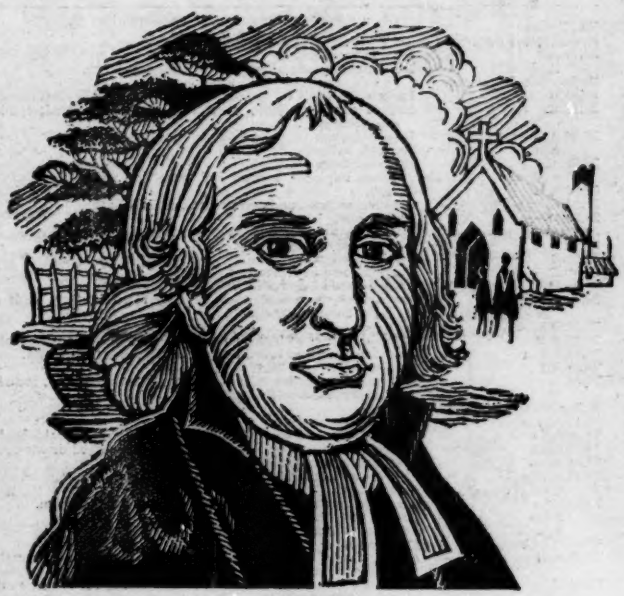
Importers of the above commodities may obtain further details of the facilities available from the Senior Inspector, Industry Review and Information, in Customs House, at Sydney or Melbourne.

Immediate clearance facilities will shortly be introduced in ports other than Sydney and Melbourne.

A 250 hp Cummins diesel powers this Atkinson Black Knight L.2486C eight-wheeler which has just gone into operation between Geelong and Sydney, Australia, with Trans West Haulage Pty. Ltd. of Geelong. It has a twin plate Lipe-Rollway clutch and Fuller 15-speed gearbox with an overdrive ratio of 0.81 : 1 and a bottom crawler gear ratio of 9.73 : 1. The axles are of Kirkstall manufacture, the rear being a T48 bogie with a ratio of 5.65 : 1. Other features include power-assisted steering, twin fuel tanks with a capacity of 134 gallons, and an Australian-designed and manufactured one-piece glass fibre cab. The Esbel body has a capacity of 24 cu. yd. when the 2ft. portable high sides are used. Tipping gear is Edbro 5SL4.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*



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COLOMBIA

Reduction in prior import deposits

RESOLUTION No. 59 of October 25 of the Colombian Board of Trade, makes the following reductions in prior import deposits:

Tariff Item	
Reduced to 1 per cent	
85.11.A.I	Electric arc furnaces.
A.II	Induction furnaces of more than 100 kg. capacity.
Reduced to 30 per cent	
15.05.B	Lanolin.
27.12.B	Refined petroleum jelly, whether or not decolourized; synthetic petroleum jelly.
29.04.A.II	Propyl alcohol.
B.II	Sorbitol.
29.05.A.I	Cyclohexanols.
A.II	Menthol, terpineol, borneol, isoborneol and sentalol.
29.06.A.II	Cresols.
29.22.E	Cyclenic, cyclenic and cycloterpenic amines.
29.23.D	Aminoacids.
29.24.A	Quaternary ammonium salts and hydroxides.
29.32	Organo-arsenic compounds.
29.35.B	Pyridine and its derivatives.
29.35.C	Quinoline and its derivatives.
29.35.D	Acridine and its derivatives.
34.02.A.III	Products of the condensation of fatty alcohols, fatty acids and similar non-ionic products.
73.01.B.I	Pig iron.
73.15.X.II	Hoop and strip, of high carbon steel, cold drawn or cold rolled.
73.15.Y.II.a	Cold drawn or cold rolled hoop and strip, of stainless steel.
74.03.A.I	Wire rod.
75.05	Electroplating anodes, of nickel, wrought or unwrought, including those produced by electrolysis.
Reduced to 70 per cent	
29.14.A.X.c	Esters of stearic acid.
73.10.B.III	Bars and rods, of iron or steel, simply cold-formed or cold-finished
73.11.A.I.a	Angles, shapes and sections, of iron or steel, forged or hot-rolled
73.11.A.I.b	Cold-drawn or cold-rolled.
73.11.A.II.b	Cold-drawn or cold-rolled.
73.11.B.I.a	Sheet piling.
73.13.B.I.a	Sheets and plates, of iron or steel, of more than 4.75 mm.
B.I.b	From 3 to 4.75.
B.I.c	Less than 3 mm.
73.13.B.IV.b	Lead-coated.
73.15.N.II	Angles, shapes and sections of less than 80 mm. of high carbon steel, cold-drawn or cold-rolled.
76.03.C	Wrought plates, sheets and strip, of aluminium, cut to shape other than at right angles.
78.01.B.II	Other unwrought lead.
84.04	Steam engines (including mobile engines, but not steam tractors falling within heading No. 87.01) and semi-stationary steam engines.
84.12	Air-conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air.
84.15.E.III	Other parts and components of refrigerators and refrigerating equipment.
84.17.H	Apparatus and devices not elsewhere specified under this heading.
84.18.A.VI	Centrifuges.
84.19.D	Machinery for washing crockery, glasses, knives, forks, spoons, etc.
84.19.E	Parts for machines for cleaning or drying bottles or other containers
85.19.E.I	Control, distribution and regulating boards, desks and panels, autonomous sub-stations and the like for indoor or outdoor installations, for an operating voltage not exceeding 20,000 volts.
E.II	Other.
85.22.B	Other electrical goods and apparatus not elsewhere specified.
90.08.B.I	Projectors for 16 mm. films or less.

JAPAN CONSULTANT ASSOCIATION, INC.,

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JCA wish to announce that their Vice-President (British) is visiting the United Kingdom this month and will be pleased to discuss all matters relating to the interchange of Technology throughout the Far East, including Licensing Agreements, Selection of Joint-Venture Partners, Feasibility Studies and Patent Business, etc., especially with regard to acting as your Liaison Office in Japan. Please write immediately to:

Box M. 11643, Board of Trade Journal,
H.M. Stationery Office,
Room D94, Atlantic House,
Holborn Viaduct, London, E.C.1.

VENEZUELA

Import licensing restrictions and customs tariff amendments

H.M. EMBASSY at Caracas report that, under resolutions published on October 17, 1968, all locks, padlocks, safety bolts and similar items are reclassified under the new Customs Tariff Definition 699-18-06, and all previous tariff headings classifying these products according to their raw material have been deleted. Import licensing restrictions have been introduced on parts for these products – also on certain lighting fixtures. Details are as follows:

Tariff No.	Description	Duty (Bolivares per kilo gross)
699.18-01-6 A-D	Deleted	
699.18-02-3 A-D	Deleted	
699.18-03-3 A-D	Deleted	
699.18-04-3 A-D	Deleted	
699.18-06	Locks, padlocks, security bolts, keys and the like:	
-1	Locks, security bolts and the like (4)	1·00
-2	Padlocks	1·00
-3	Keys (including uncut blanks)	1·00
-9	Parts and components for locks, security bolts and the like (4)	1·00
812.04-01-9	Plastic lampshades (4)	1·20
812.04-01-15	Base metal lampshades (4)	1·20

(4) Prior import licence required for Ministry of Development.

The resolutions came into force on October 18 except for consignments with shipping or consular invoices bearing a date prior to October 17.

PERU

Development law for the agricultural/fisheries sector

HM EMBASSY at Caracas report that, under resolutions published Law No. 16726, being the law for the promotion and development of the Peruvian agricultural/fisheries sector.

The sectors covered by the regulations include agriculture, livestock, forestry and wildlife (hides and skins, extraction of secondary forestry products such as gums, resins, etc.) and primary industries concerned with animal and agricultural products, e.g. cotton ginning and baling, rice polishing, drying and milling of cereals, etc. The declared objectives of the Law are to make the country self-sufficient in foodstuffs and to promote the export of any surpluses.

The regulations grant exonerations for a period of 10 years, from April 1, 1968, to March 31, 1978, on a wide range of taxes including stamp duties, payroll tax, overdraft imports, taxes on feedstuffs for livestock, etc. Credit facilities are to be channelled through a Special Operations Fund working under the Agricultural Development Bank. A sum of soles 100 million (nearly £1 million) is to be set aside in the Budget to meet capital and interest payments and other expenses on loan from banks, international finance organizations, etc.

A copy of the regulations (in Spanish) may be inspected in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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Changes in customs tariff

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1968-1944 dated October 22, 1968, making certain changes and extensions in the Canadian customs tariff. Additions to the tariff are shown in italics, deletions are shown in square brackets.

Tariff item		British preferential tariff	Most favoured-nation tariff	General tariff
	Meats, fresh, n.o.p.:			
706-1	Bones, defleshed, for use in the manufacture of soup . . per pound (Expires October 31, 1971)	Free	Free	8 cts.
3945-1	Potato starch milk for use in the manufacture of chlorinated potato starch . (Expires October 31, 1969)	10%	10%	25%
18740-1	Positve colour duplicating film, 35 millimetres and 46 millimetres in width, for use in duplicating colour slides entitled to entry under tariff item 69615-1 . (Expires October 31, 1970)	Free	Free	30%
18745-1	Positive colour print film and reversal colour film, other than 35 millimetre positive colour print film, for use in duplicating motion picture films and film strips from negatives or positives . (Expires June 30, 1969)	Free	12½%	30%
18810-1	Plain basic photographic paper, baryta coated, for use exclusively in manufacturing albumenized or sensitized photographic paper . . . . [5%] 15%	[10] 15%	25%
	(Expires October 31, 1970)			
19250-1	Asphalt impregnated paper felt, in rolls not less than 12 feet in width, for use in the manufacture of floor coverings . (Expires October 31, 1971)	5%	10%	35%
19820-1	Dry electrically sensitive paper and wax coated paper, in rolls or sheets, for use in the manufacture of recording charts . (Expires October 31, 1971)	Free	7½%	35%
20215-1	Woven fabrics, open mesh, wholly or in chief part by weight of paper, with or without paper strips attached thereto, for use in the manufacture of fruit and vegetable bags . . (Expires June 30, 1969)	Free	Free	35%
27215-1	Residual oils of petroleum origin, for use in the manufacture of carbon black per gallon (Expires October 31, 1969)	Free	Free	1 ct.
29655-1	Pyrophyllite, for use in Canadian manufactures . . (Expires October 31, 1971)	Free	Free	25%
31905-1	Plate glass, not more than five thirty-seconds of an inch in thickness, for use in the manufacture of laminated safety glass . . (Expires October 31, 1969)	Free	Free 5%	15%
34730-1	Bars, rods, sheets, strip, wire, forgings, castings and tubes, seamless or welded, of zirconium or zirconium alloys for use in the manufacture of nuclear power reactors, including fuel components . (Expires June 30, 1969)	Free	Free	25%
	Aluminium and alloys thereof:			
35311-1	Plates, sheets or strips, hot-rolled, in the coil, for cold rolling in Canada per pound (Expires January 31, 1969)	Free	1¼ cts.	7½ cts.
35312-1	Wire, single, 0·375 inch and over in maximum cross-sectional dimension, not coated or covered, for use in Canadian manufactures . . per pound¶	Free	2·8 cts.	7·5 cts.
	On and after January 1, 1969 . per pound (Expires October 31, 1969)	Free	2·6 cts.	7·5 cts.
37920-1	Rods of iron or steel, in the coil, not more than 0·375 inch in diameter, for use in the manufacture of wire for wire fencing per ton (Expires October 31, 1969)	Free	Free	85·00
	Sheet or strip of iron or steel, corrugated or not, and whether or not with rolled surface pattern:			
38208-1	Coated with metal or metals other than lead, zinc or tin . . (Expires October 31, 1969)	2½%	10%	20%
38225-1	Sheet or strip, of iron of steel, hot- or cold-rolled, not more than 0.025 inch in thickness, coated or not, having a maximum core loss of 1·45 watts per pound when measured at a frequency of 60 cycles and an induction of 15 kilogausses in accordance with standard test methods described in A.S.T.M. A34 and A343, for use in the manufacture of electrical apparatus or parts of electrical apparatus. (Expires October 31, 1969)	Free	Free	12½%
38240-1	Stainless steel plate or sheet in coils, hot-rolled from ingots, blooms or slabs of Canadian origin, when imported by the manufacturer of the said ingots, blooms or slabs for cold rolling in Canada . . . (Expires October 31, 1969)	Free	Free	20%
38260-1	Strip of iron or steel, cold-rolled, hardened and tempered, not less than 0·004 inch nor more than 0·025 inch in thickness, and not less than ¼ inch nor more than ⅝ inch in width for use in the manufacture of measuring rules and tapes . . (Expires October 31, 1969)	Free	7½%	25%
41527-1	Arm and bed, horizontal and upright arm shafts *and connecting rods*, rotating and oscillating hook assemblies and drive shafts, zig-zag mechanism assemblies, and parts thereof, for use in the manufacture of sewing machine heads . . (Expires October 31, 1969)	Free	Free	25%
42709-1	Axles, [channel assemblies], *control valves* [and linkage] engines, *hydraulic pumps*, steering *mechanisms* [gears], *automatic* transmissions, torque converters, and parts thereof, for use in the manufacture of industrial trucks commonly known as 'fork lift' or 'lift' trucks . . (Expires October 31, 1969)	Free	[7½%] Free	[35%] 30%
42756-1	Spiral bevel gears; hydraulic equipment; lubrication devices; clutches; clutch-brakes; drill chucks; collets and tool holders; all of the foregoing when of a class or kind not made in Canada; for use in the manufacture of machines, accessories and attachments therefor, for working metal by turning, milling, grinding, drilling, boring, planning, shaping, shearing or pressing . . (Expires October 31, 1969)	Free	Free	35%
42777-1	Engines, axles, torque converters, differentials, transmissions, and parts thereof, for use in the manufacture of machines commonly known as self-propelled pneumatic tyred rollers . . (Expires October 31, 1970)	Free	Free	30%
42845-1	Gasoline internal combustion engines with a displacement of more than 500 cubic inches and air-cooled gasoline internal combustion engines with a displacement of less than 200 cubic inches, for use in manufacture of snowblowers . . . (Expires October 31, 1969)	[2½%] Free	[7½%] Free	30%
43240-1	Aerosol valve assemblies and parts thereof for use in Canadian manufactures . (Expires October 31, 1969)	Free	Free	30%
43851-1	Brass or bronze sheet or strip, 0.080 inch or less in thickness, not more than six and one-half inches in width, for use in the manufacture of split-type bushings for motor vehicles . . (Expires October 31, 1969)	Free	Free	30%
43855-1	Sheet or strip of iron or steel other than stainless steel, hot- or cold-rolled, for use in the manufacture of seat belt floor fittings and buckles for motor vehicles . (Expires June 30, 1969)	Free	Free	20%
43861-1	Bumper face bars of bare metal, not finished in any degree after final forming, of a type not made in Canada, for use in the manufacture of motor vehicle bumpers . . . . (Expires October 31, 1971)	Free	Free	35%
43887-1	Welded steel tubing, cold-drawn after welding, not less than three inches nor more than eight inches outer diameter, with wall thickness of one-quarter inch or more, for use on the manufacture of telescoping hydraulic cylinders for dump body hoists for motor vehicles . . (Expires October 31, 1969)	Free	Free	30%
43890-1	Stainless steel strip, cold-rolled, not less than 0.018 inch nor more than 0.030 inch in thickness with tolerance not to exceed 0.00075 inch, not less than 0.105 inch nor more than 0.182 inch in width with tolerance not to exceed 0.0025 inch, for use in the manufacture of piston rings for motor vehicles . . (Expires October 31, 1969)	Free	Free	25%
43891-1	Wire of iron or steel, drawn flat or cold-rolled flat after drawing, not less than 0.010 inch nor more than 0.031 inch in thickness with tolerance not to exceed 0.000 inch, not less than 0.042 inch nor more than 0.270 inch in width with tolerance not to exceed 0.004 inch, for use in the manufacture of piston rings for motor vehicles . . (Expires October 31, 1969)	Free	Free	20%
44652-1	Stainless steel bottom domes and top domes, whether or not composed in part of rubber, with or without lock ring attached, punched or not, for use in the manufacture of soft drink syrup containers . . (Expires October 31, 1969)	Free	5%	35%
44661-1	Base bands of iron or steel for use in the manufacture of solid rubber industrial tyres . . . (Expires October 31, 1969)	Free	7½%	35%
45505-1	Parts for use in the manufacture of locks specified in tariff item 45500-1 . (Expires October 31, 1971)	5%	5%	35%
52209-1	Woven fabrics, wholly of cotton: With uncut pile, not bleached, mercerized nor coloured, for use in the manufacture of corduroy . (Expires October 31, 1969)	15%	15%	30%

(Continued on next page)

CANADA, *continued*

Tariff item		British preferential tariff	Most favoured-nation tariff	General tariff
54220-1	Woven fabrics wholly of sisal fibre for use in the manufacture of buffing wheels (Expires October 31, 1970)	[5%] Free	[10%] Free	30%
56130-1	Yarns, wholly of man-made fibres or filaments, [1100]—*1000* denier or coarser, singles with not less than 4 twists per inch, or 2 ply or 3 ply, for use in the manufacture of weftless tape used in packaging goods . . but not less than, per pound . . (Expires October 31, 1971)	7½%	12½% 11 cts.	35% 28 cts.
61655-1	Rubber, partially compounded, for use in the manufacture of liquid compounds for for sealing cans or jars . . (Expires October 31, 1971)	Free	Free	27½%
66010-1	Plates, curved or not, consisting of a layer of cellulose plastic composition and metal, coated or not, for the production of printing plates . . . . . (Expires October 31, 1969)	10%	10%	30%

Draft regulations for anti-dumping duty legislation

THE DRAFT of the new Canadian Anti-dumping Bill which was published in the *Board of Trade Journal* of October 11 is now being considered by the Canadian House of Parliament Standing Committee on Finance, Trade and Economic Affairs. At the hearing of the Standing Committee on October 31 the Canadian Department of Finance tabled a draft of the regulations which are required under Sections 9 and 10 of the Anti-dumping Bill. In tabling the regulations the Canadian Department of Finance pointed out that the draft represented no more than the preliminary views of the Department of the sort of regulations which are required under Sections 9 and 10 of the Bill. The full text of the draft regulations is set out below.

Proposed Draft Regulations relating to Sections 9 and 10 of the Draft Anti-dumping Bill

1. For the purpose of determining the normal value of any goods imported into Canada, the period referred to in Section 9(1) (c) of the Act in relation to the said sale is the period ending on the day of the said sale and commencing (—?—) days immediately preceding that day or for such longer period, as in the opinion of the Deputy Minister, is required by virtue of the nature of the trade.

'This day marks an attempt to revolutionize America's housing industry,' said Mr. Wayne C. Hart (left), president of Strescon Industries, the biggest concrete producers in the United States, as he signed a transatlantic agreement in London on October 22. The other signatory was Mr. Kenneth Wood, chairman of Concrete Ltd., of London, Lichfield, Leeds and Falkirk, who claim to be Britain's biggest producers of industrialized housing. The agreement means that quick and inexpensive means of producing houses of all kinds from two to 30 storeys, will now be available to America.

2. The sales of like goods, the prices of which are used to compute the normal value of any goods shall be those sales of goods made to purchasers who are at the same or at substantially the same trade level as the importer, and

(a) that are in the same or substantially the same quantities as the sale of goods to the importer, or

(b) in the event that the goods were not sold in the same or substantially the same quantities in the country of export as the sale of goods to the importer

(i) if the quantity sold to the importer is larger than the largest quantity sold for home consumption, that are in the largest quantity sold for home consumption, or

(ii) if the quantity sold to the importer is smaller than the smalest quantity sold for home consumption, that are in the smallest quantity sold for home consumption.

[(c) sub-section to the same effect as Section 36, sub-Section 2, para (c) of Customs Act.]

3. (1) The normal value of any goods, as otherwise determined, may be adjusted by an allowance for quantity only if

(a) the exporter in the six-month period immediately preceding the date of the sale to the importer has granted quantity discounts of at least the same magnitude with respect to 20 per cent or more of the total quantity of like goods sold for home consumption and such discount had been freely available to all purchasers, or

(b) the Deputy Minister is satisfied that such a discount is warranted on the basis of savings specifically attributable to the quantities involved.

(2) Notwithstanding sub-Section (1), where the quantity of the goods sold to the importer in Canada was smaller than the smallest quantity of goods used in computing the normal value of the goods, the said normal value of the goods, as otherwise determined, shall be increased by an allowance to an amount which, in the opinion of the Deputy Minister, reflects the price for which such smaller quantity would be sold for home consumption.

4. The normal value of any goods, as otherwise determined, may be adjusted by an allowance, which, in the opinion of the Deputy Minister, reflects the value of any differences in quality, structure, design or material and any other difference between the goods sold for home consumption and those exported to Canada.

5. The normal value of any goods, as otherwise determined, may be adjusted by the deduction of an allowance on account of any deferred discounts granted by the exporter in connection with the goods purchased by the importer if

(a) the discounts were shown on the invoice at the time of importation of the goods,

(b) the discounts are not greater in percentage and not more favourable in terms than those granted generally by the exporter on the sales of goods used in determining the normal value of the goods, and

(c) the importer has provided the Deputy Minister with an undertaking that he will comply with the terms and conditions relating thereto.

6. The normal value of any goods, as otherwise determined, may be adjusted by deducting an allowance on account of a discount for cash if

(a) the terms and conditions of the discount are set out on the invoice,

(b) the discount is similar in percentage and terms with that granted generally by the exporter on the sales of like goods that are used in determining the normal value of the goods, and

(c) the Deputy Minister is satisfied that the importer has earned or will earn the discount in accordance with the terms and conditions relating thereto.

7. The normal value of any goods, as otherwise determined, may be adjusted by deducting an allowance on account of the cost of transportation from the place of shipment to purchasers for home consumption.

(a) if the like goods are sold generally for home consumption by the exporter in the country of export at a common delivered price (freight prepaid or allowed) to all destinations in the country of export or in that zone in the country of export in which the place of direct shipment to Canada is located, that under ordinary commercial practice of the country of export is considered to be a common transportation zone,

(b) subject to paragraph (c), in an amount not greater than the average cost of freight prepaid or allowed by the exporter on the sales of like goods in the country or zone therein, and

(c) not exceeding the actual charges in transportation of the goods to the importer.

8. In the event that there were not sufficient number of sales of like goods made to purchasers for the home consumption in the country of export who are at the same or substantially the same trade level as the

importer of the goods but there were a sufficient number of sales of like goods made to purchasers for home consumption at a level subsequent to that of the importer, the latter sales shall be used to compute the normal value of goods and the normal value of the goods so determined may be adjusted by deducting an allowance

(a) not exceeding the discount that is freely available on sales, by other vendors in the country of export of like goods, to purchasers for home consumption who were at the same trade level as that of the importer, or

(b) where the information referred to in paragraph (a) is not available, not exceeding such amount as in the opinion of the Deputy Minister represents the cost incurred by the exporter in respect of sales for home consumption for carrying out the functions normally performed at the trade level of the importer provided
(1) the exporter did not perform these functions on sales to the Canadian importer.
(2) the exporter did not carry out these functions in respect of the sale of the said goods in Canada,
(3) the allowance does not exceed the actual cost of carrying out these functions in Canada.

9. The normal value of any goods, as otherwise determined, may be adjusted by deducting therefrom the amount of any taxes and duties levied on the sales of like goods when destined for home consumption that are not borne by the goods sold to the importer in Canada.

10. All computations shall be made at the same exchange rate which shall be the exchange rate prevailing on the date of shipment to Canada.

11. For purposes of Section 9(3), a sufficient number of sales with reference to any goods in a prescribed period means sales of those goods during that period in such quantities that, if the quantity of the goods sold to Canada in the period were to be deducted from the total quantity of goods sold throughout that period, at least 25 per cent of the remainder would have been sold for home consumption.

12. [Regulation to define sufficient number of sales for purposes of Section 9(2).]

13. (1) For the purposes of paragraph (a) of sub-Section (1) of Section 10, the 'exporter's sale price' means the price at which the goods are sold or agreed to be sold to the Canadian importer less the amount, if any, whether or not included in such price, for (1) any additional costs, charges and expenses, incurred by the exporter incident to preparing the goods for shipment to Canada which are not generally incurred on home market sales, (a) all other costs, charges and expenses by or for the account of the exporter resulting from or arising from the exportation or after the shipment of the goods from the place described in paragraph (d) of sub-Section (1) of Section 9.

(2) For the purposes of paragraph (b) of sub-Section (1) of Section 10, the 'importer's purchase price' means the price at which such merchandise has been purchased or agreed to be purchased by the importer, less the amount, if any, whether or not included in such price, for (1) any additional costs, charges, and expenses incident to preparing the goods for shipment to Canada, over and above those normally incurred by the exporter on home market sales, which are not for the account of the importer, and (2) all other costs, charges and expenses resulting from or arising from the exportation or after the shipment of the goods from the place described in paragraph (a) of sub-Section (1) of Section 9 which are not for the account of the importer.

Inquiries about these regulations should be addressed to the Commercial Relations and Exports Department 2, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2698 and 2629).

(CANADA, *continued on next page*)

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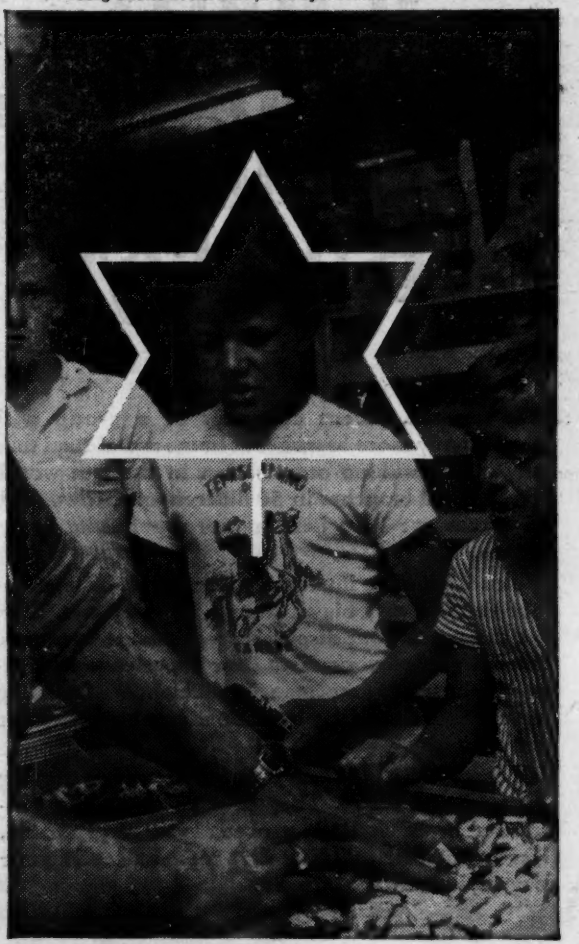

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'Made in Canada' ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

Of a kind 'made in Canada'
Sodium tetraphenylboron.

(Ruling effective December 2, 1968).

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-1, dated October 31, 1968.

Tariff board hearing on polyethylene

Reference No. 143

THE CANADIAN TARIFF BOARD has received the following letter of reference from the Minister of Finance dated October 23, 1968:

Dear Mr. Audette,

The Tariff Board, in its report on Reference 120, recommended under item 39.02(a)4 that the 7½ per cent BP and MFN rate of duty on polyethylene resins remain unchanged. Canadian producers of polyethylene resins have objected to this recommendation and have asked that the duty be 10 per cent, the rate for Canada accepted by our trading partners in the Kennedy Round of tariff negotiations. The producers contend that the information before the Board when it made its recommendation, is now quite out of date. In particular it is asserted that the size of plant required for efficient production has increased significantly, and that, more generally, there has been a drastic change in the demand and supply situation for polyethylene both in Canada and abroad. Accordingly, it is the industry's view that the factors on which the Board based its recommendation are no longer relevant.

It is my view that the Board's recommended rate of 7½ per cent for polyethylene resins should be implemented, pending a new study of the situation, and accordingly the Government is proposing to do so by the introduction of new tariff item 93902-3. However, in view of the representations which have been received, I direct the Board to make a study and report under Section 4(2) of the Tariff Board Act as to whether any changes should be made in the rates of duty under this item.

If the Board's study should indicate that amendments to the Customs Tariff are desirable, I would request the Board to include in its report recommendations concerning such amendments. (Should the study show that consequential amendments are required to tariff items covering other forms of polyethylene, these amendments should also be included.) I would assume that the Board would not recommend rates of duty higher than those to which Canada is committed internationally.

I ask that the Board carry out its review and make its report as expeditiously as possible.

Yours sincerely,
(Signed) E. J. BENSON.

Public hearing

A public hearing relative to this reference will be held in the Board's courtroom at 219 Argyle Avenue, Ottawa, commencing on *Monday, January* 13, 1969, *at* 10 *a.m.*

Briefs or submissions

Briefs or submissions containing relevant facts, opinions and arguments in support of any views to be urged before the Board should be filed in writing not later than *Friday, December* 6, 1968.

Number of copies required

Three hundred (300) copies of briefs or submissions should be filed with the Secretary; these will be distributed to interested parties *on request.*

Attendance at public hearing

Persons proposing to attend the public hearing should notify the Secretary not later than Wednesday, January 8, 1969, in order to ensure that seating accommodation at the hearing will be available. Persons attending the hearing should bring with them all notices, briefs and documents which they may already have received because additional copies may well be unavailable at that time.

List of products

Canadian producers are requested to supply to the Board as soon as possible a list of those polyethylene resins or products which are produced by them and within the scope of Reference 143.

Further information

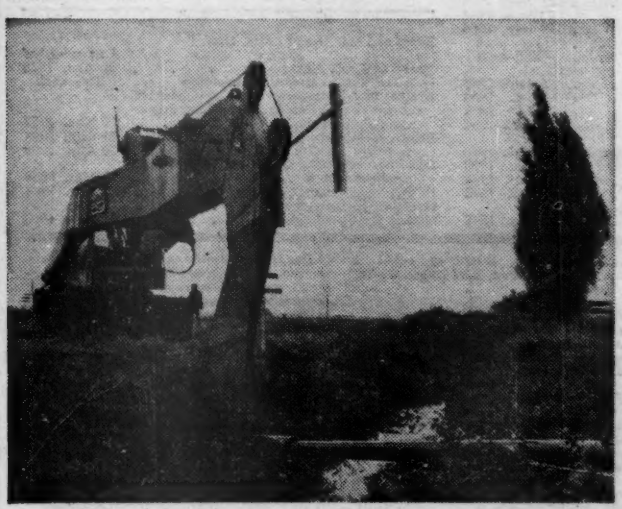
Parties interested in being informed of developments in this Reference 143, and who are not already on the Board's General Mailing List, should request the Secretary to place their names on the mailings list for Reference 143.

All communications relating to this notice or to reference 143 – polyethylene, should be directed to: The Secretary, The Tariff Board, Ottawa 4, Ontario.

Firms desiring further information should address their inquiries to the Commercial Relations and Exports Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629).

EXPORTS TO AMERICA

At the control panel of vacuum annealing plant used for the heat treatment of soft magnetic materials at the factory of Telcon Metals Ltd., Crawley, a BICC Group company. The magnetic shields in the foreground are in Mumetal, the high nickel nickel-iron soft magnetic alloy and one of Telcon's wide range of special alloys. They are part of a large consignment for export to the United States.



More than four million dollars worth of British engineered Badger trenchless pipelaying machinery and equipment will be exported for use in America during the next two to three years as a result of the first of a number of international agreements now being negotiated by Hudswell Yates Developments Ltd., Leeds. Picture shows the first production model of the Badger Major fully automatic trenchless pipelayer about to 'slice' its blade through the ground for the laying of p.v.c. pipe.

UNITED STATES

Transportation of hazardous materials by pipeline

THE *Board of Trade Journal* of August 16 gave notice of the Department of Transportation's proposal to amend the regulations covering the design, construction, operation and maintenance, and test requirements to apply to any carrier transporting hazardous materials (other than water or natural or artificial gas) by pipeline in interstate commerce. The period in which comments may be submitted has been extended by two months to January 13, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222, 7877, Ext. 2404).

FILMS FOR EXPORTERS

THE Board of Trade has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

FOUNDRY EQUIPMENT FOR DETROIT

Crated foundry sand mixers and mullers made by Richards Structural Steel Co. Ltd., Phoenix Iron Works, Leicester, are seen here ready to leave the works en route to the docks for shipment to Detroit, United States. This cargo of foundry equipment is one of the regular shipments made by Richards to their American agents, Fargo Machine & Tool Company, Detroit. Photo shows Mr. C. H. Palmer (left), sales director; Richards Structural Steel Co. Ltd., and Mr. Roy Haworth, sales manager, Fargo Machine & Tool Company – over here on a visit to Richards.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to: **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

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THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

SCOTS WINE NOVELTY! The Smallest Bottle of Wine in the World? In a Matchbox in Fact! Home/Overseas inquiries welcome. Cumbrae Supply Co., Paisley, Scotland.

EUROPEAN SALES MANAGER (ENGLISHMAN) of famous drink firm, highly qualified, really fluent FRENCH, GERMAN, ITALIAN and SPANISH, seeks new opening. Box S.6779.

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WANTED FOR EXPORT. Industrial Sewing Machines of all types and classes. Singer, Merrow, Union, Special, Adler, Pfaff, etc. Maury Sewing Machine Co. Ltd., 34 Clarence Road, Clapton, London, E.5 Tel. 01-985 5336.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow Airport (Q)	20 Sept. 1968
Trade by air (6-M)	4 Oct. 1968
Balance of Payments (Q)	27 Sept. 1968
Bankruptcy orders (Q)	25 Oct. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	4 Oct. 1968
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Industry's investment intentions (3 times a year)	18 Oct. 1968
Wholesale trades (A)	16 Aug. 1968
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Chemical industries production (6-M)	19 July 1968
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Board of Trade Departments, etc.

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Board of Trade Addresses	30 Aug. 1968
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	13 Sept. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	2 Aug. 1968
Half-yearly index – Jan.-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968

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BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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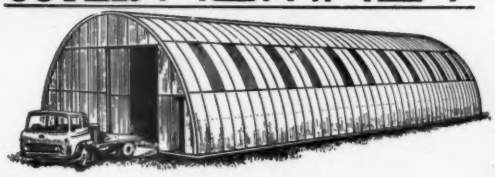

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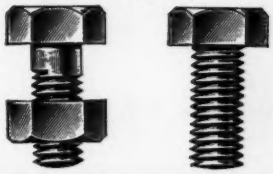

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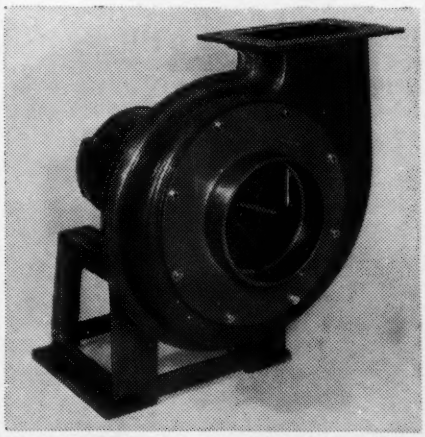

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Electric motor maker drives exports up by one-third.

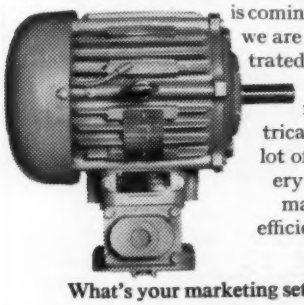
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.



What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

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